

# *What I Found in the Far West*

*By Cornelius Vanderbilt, Jr.*

November 13, 1920

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# Leslie's



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Back in "God's Own Country"

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*How the Chart established  
America's Supremacy in  
Scientific Automobile Lubrication*

**"EVERY** great scientific truth," said Agassiz, "goes through three stages. First, people say it conflicts with the Bible. Next, they say it has been discovered before. Lastly, they say they have always believed it."

You may not realize that scientific automobile lubrication has passed through three somewhat similar stages—indifference—passive acceptance—active endorsement.

Fifteen years ago the Vacuum Oil Company organized its study of motor car lubrication. We were the first to take up in a scientific manner the lubricating problems of all makes of motor cars.

As a result of careful analysis and experiment there was formulated the first Chart of Recommendations ever made for automobile engine lubrication. Although there were then only about 125,000 motor cars on the roads, the Vacuum Oil Company foresaw the immense possibilities of the automobile. They felt keenly that more might be properly demanded of an oil than "that it kept the car running all right."

By the fall of 1906 the first Chart was complete. In January, 1907 the Chart was ready—in booklet form—for general distribution.

The Chart in two respects was revolutionary. It specified different grades of oil for different cars. In some cases it specified a different grade of oil for winter use than that recommended for summer.

In its early history the Vacuum Oil Company Chart of Automobile Recommendations did not escape belittlement. But by the sheer soundness of the scientific principles advanced, and by the sheer quality of the grades of Gargoyle Mobiloils provided, the outcome was never uncertain.

## Chart of Recommendations for AUTOMOBILES

### How to Read the Chart

**T**HE Correct Grades of Gargoyle Mobiloils for engine lubrication are specified in the Chart below.

A means Gargoyle Mobiloil "A"

B means Gargoyle Mobiloil "B"

E means Gargoyle Mobiloil "E"

Arc means Gargoyle Mobiloil Arctic

These recommendations cover all models of both passenger and commercial vehicles unless otherwise specified.

	1920	1919	1918	1917	1916
<b>NAMES OF AUTOMOBILES AND MOTOR TRUCKS.</b>					
Alfas	Summer	Winter	Summer	Winter	Summer
Bach	A	A	A	A	A
Cadillac	A	A	A	A	A
Chalmers (6-48)					
" " All Other Models	A	A	A	A	A
Chandler Inc.	A	A	A	A	A
Chevrolet (8 cylinder) (FA)	A	A	A	A	A
" (FB) 1 Ton	A	A	A	A	A
" (FC) 1 Ton	A	A	A	A	A
Cleveland	A	A	A	A	A
Dart (7 & 3 1/2 Ton)	A	A	A	A	A
" All Other Models	A	A	A	A	A
DeSoto (8 cylinder)	A	A	A	A	A
" All Other Models	A	A	A	A	A
Diamond (12 cylinder) (Mod. U 2 ton & " 3 1/2 Ton)	A	A	A	A	A
" All Other Models	A	A	A	A	A
Dodge Brothers	A	A	A	A	A
Dor	A	A	A	A	A
Edsel (6 cylinder)	A	A	A	A	A
Elys	A	A	A	A	A
Ford (Model S-C) (Special)	A	A	A	A	A
" All Other Models	A	A	A	A	A
Ford	A	A	A	A	A
Four Wheel Drive	A	A	A	A	A
Graham	A	A	A	A	A
Giant (Using Gasoline)	A	A	A	A	A
" (Using Kerosene)	A	A	A	A	A
Grant (8 cylinder) (Cum.) Model 12	A	A	A	A	A
" (Cum.) Model 12	A	A	A	A	A
Harrington	A	A	A	A	A
Haynes (8 cylinder)	A	A	A	A	A
Holmes (8 cylinder)	A	A	A	A	A
Holmes Super Six	A	A	A	A	A
Hudson Motor Cars	A	A	A	A	A
I. R. C. (2 cylinder)	A	A	A	A	A
International	A	A	A	A	A
Kearney (8 cylinder)	A	A	A	A	A
King Star (Model 46) (12 cylinder)	A	A	A	A	A
" All Other Models	A	A	A	A	A
Lewis	A	A	A	A	A
Lincoln	A	A	A	A	A
Loebl	A	A	A	A	A
Marmon	A	A	A	A	A
Mack	A	A	A	A	A
Mercedes	A	A	A	A	A
Metzger (8 cylinder)	A	A	A	A	A
Midvale	A	A	A	A	A
Model 471	A	A	A	A	A
Nash Quip	A	A	A	A	A
" (Model 471)	A	A	A	A	A
" All Other Models	A	A	A	A	A
National (8 cylinder) (12 cylinder)	A	A	A	A	A
Oakland	A	A	A	A	A
Nelson (8 cylinder)	A	A	A	A	A
" All Other Models	A	A	A	A	A
Oldsmobile (4 cylinder) (8 cylinder)	A	A	A	A	A
" (All Other Models)	A	A	A	A	A
Owens (5 Ton)	A	A	A	A	A
" All Other Models	A	A	A	A	A
Overland	A	A	A	A	A
Packard (8 cylinder)	A	A	A	A	A
Page (6 cylinder) (Com. Eng.)	A	A	A	A	A
" All Other Models	A	A	A	A	A
Parker -	A	A	A	A	A
Pontiac (8 cylinder)	A	A	A	A	A
" All Other Models	A	A	A	A	A
Pierce Arrow	A	A	A	A	A
" (Com.) 1 1/2 Ton	A	A	A	A	A
" (Com.) All Other Mod-	A	A	A	A	A
R & W Knight	A	A	A	A	A
Ren	A	A	A	A	A
Republco	A	A	A	A	A
" (Mod. 12)	A	A	A	A	A
" (15 Ton)	A	A	A	A	A
" (Com.) All Other Models	A	A	A	A	A
Riker	A	A	A	A	A
Rock Falls	A	A	A	A	A
Saxon	A	A	A	A	A
Scotch-Brook (4 cylinder) (6 & 8 cylinder)	A	A	A	A	A
Stearns-Knight (1 Tonnage)	A	A	A	A	A
Standard (8 cylinder)	A	A	A	A	A
Stirling	A	A	A	A	A
Strider	A	A	A	A	A
Temple	A	A	A	A	A
Vale (Model 54) (Com.) 1 1/2 Ton	A	A	A	A	A
" All Other Models	A	A	A	A	A
Westcott	A	A	A	A	A
White (6 valve) (1 Ton)	A	A	A	A	A
" All Other Models	A	A	A	A	A
Willys	A	A	A	A	A
Willys Six	A	A	A	A	A
Wilson	A	A	A	A	A
Yonkers	A	A	A	A	A

The Chart first appeared when touring cars were advertised as "double phaetons"—when the fashionable automobile was characterized by red paint and a great deal of exterior brasswork.

Today no one longer questions the soundness of the advice given through the Vacuum Oil Company's Chart of Recommendations. This Chart points the way to scientific automobile lubrication the world over. Over a million copies have been distributed in the United States during 1920. Hundreds of thousands of copies are in active use in all parts of the globe.

The Chart, and the several grades of Gargoyle Mobiloils have thus established America's supremacy in the field of scientific automobile lubrication.

To follow the Chart is to admit that science and experience count in automobile lubrication as well as in other fields of endeavor.

If the partial Chart shown here does not list your car, send for a copy of our book "Correct Automobile Lubrication," which contains the complete Chart. Or consult the complete Chart at your dealer's.



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*A grade for each type of motor*



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☐ Ship me a new Oliver Nine for five days free inspection. If I keep it, I will pay \$64 at the rate of \$4 per month. The title to remain in you until fully paid for.

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This does not place me under any obligation to buy. If I choose to return the Oliver, I will ship it back at your expense at the end of five days.

Name.....

Street Address.....

City..... State.....

*Save \$36*



## This Oliver Shipped from the Factory to You for Free Trial

This is an open, bona-fide free trial offer. There are no "strings" to it whatever. It is made direct to you by The Oliver Typewriter Company, a \$2,000,000 concern.

It means that you can get a new Model Oliver No. 9, latest and finest product of our factories, for

free trial in your own home or office without risking a penny. You do not have to send us a cent with the coupon. You do not have to make any deposit. You do not have to obligate yourself to any purchase or expense whatsoever. The Oliver comes to you for the free trial entirely at our risk and expense.

### Not a Penny Cost to You

The free trial does not cost you one cent. You can use the Oliver for five days as if it were your own. You can use it at home or at the office. You can make all the tests and comparisons you wish. You can judge its workmanship, its speed, its durability. You can ask the opinions of others.

Then if you agree that it is the finest typewriter at any price, and decide to buy it, pay us at the easy rate of only \$4 a month until the \$64 is paid.

If you want to return it, ship it back, express collect. We will then even refund the outgoing transportation charges, so you won't be out one cent. This is the offer that stands back of the Oliver and means more for the typewriter than we ever could say in words.

### We Guarantee that This \$64 Typewriter Was \$100

It is our latest and best model, the finest product of our factories, our famous Oliver No. 9, as we absolutely guarantee.

The Oliver would still be priced at \$100 if we had to sell it by our former methods. The lower price comes from our new economical method of distribution. And you benefit by the saving.

This new plan makes it possible now for everyone to own the Oliver. It is no longer necessary for you to consider paying \$100 for a typewriter, or putting your good money into a second-hand machine, or even to rent.

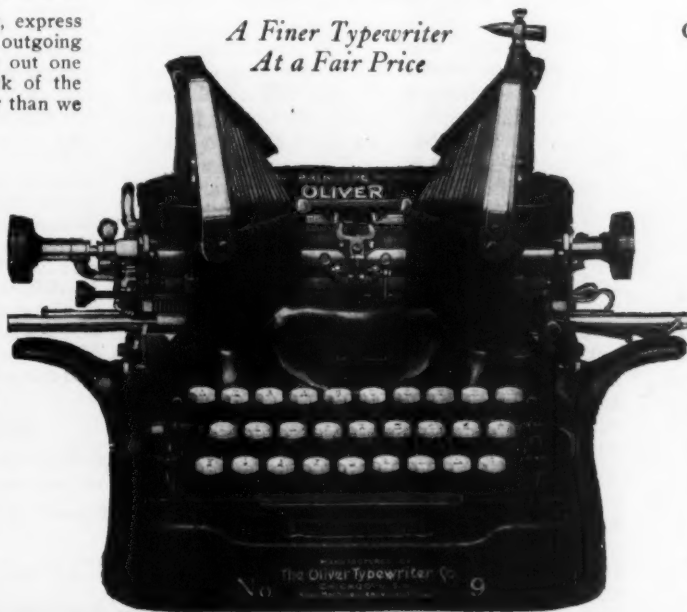
You can get a new Oliver at the amazingly small price of \$64—and you can pay for it on terms so easy that you won't miss the money.

### Only \$4 a Month

We do not ask all cash. We do not ask a big cash payment at any time.

You have a year and a half to pay for the Oliver at the easy rate of only \$4 a month.

*A Finer Typewriter  
At a Fair Price*



And you have the use of the Oliver while paying for it!

### Mail the Coupon

Note the two-way coupon below. It brings you either an Oliver for free trial or our remarkable book entitled "The High Cost of Typewriters—The Reason and the Remedy."

This book explains how we are able to save you \$36. With it we send a descriptive catalog. All free and postpaid.

Fill out the coupon now for either the free trial Oliver, or for our free book. Do it NOW!

**Over 800,000 sold**

## The OLIVER

**Typewriter Company**

1048 Oliver Typewriter Bldg., Chicago, Ill.

Canadian Price, \$82

### The Oliver Typewriter Company

1048 Oliver Typewriter Bldg., Chicago, Ill.

☐ Ship me a new Oliver Nine for five days free inspection. If I keep it I will pay \$64 at the rate of \$4 per month. The title to remain in you until fully paid for.

This does not place me under any obligation to buy. If I choose to return the Oliver, I will ship it back at your expense at the end of five days.

My shipping point is.....

☐ Do not send a machine until I order it. Mail me your book—"The High Cost of Typewriters—The Reason and the Remedy," your de luxe catalog and further information.

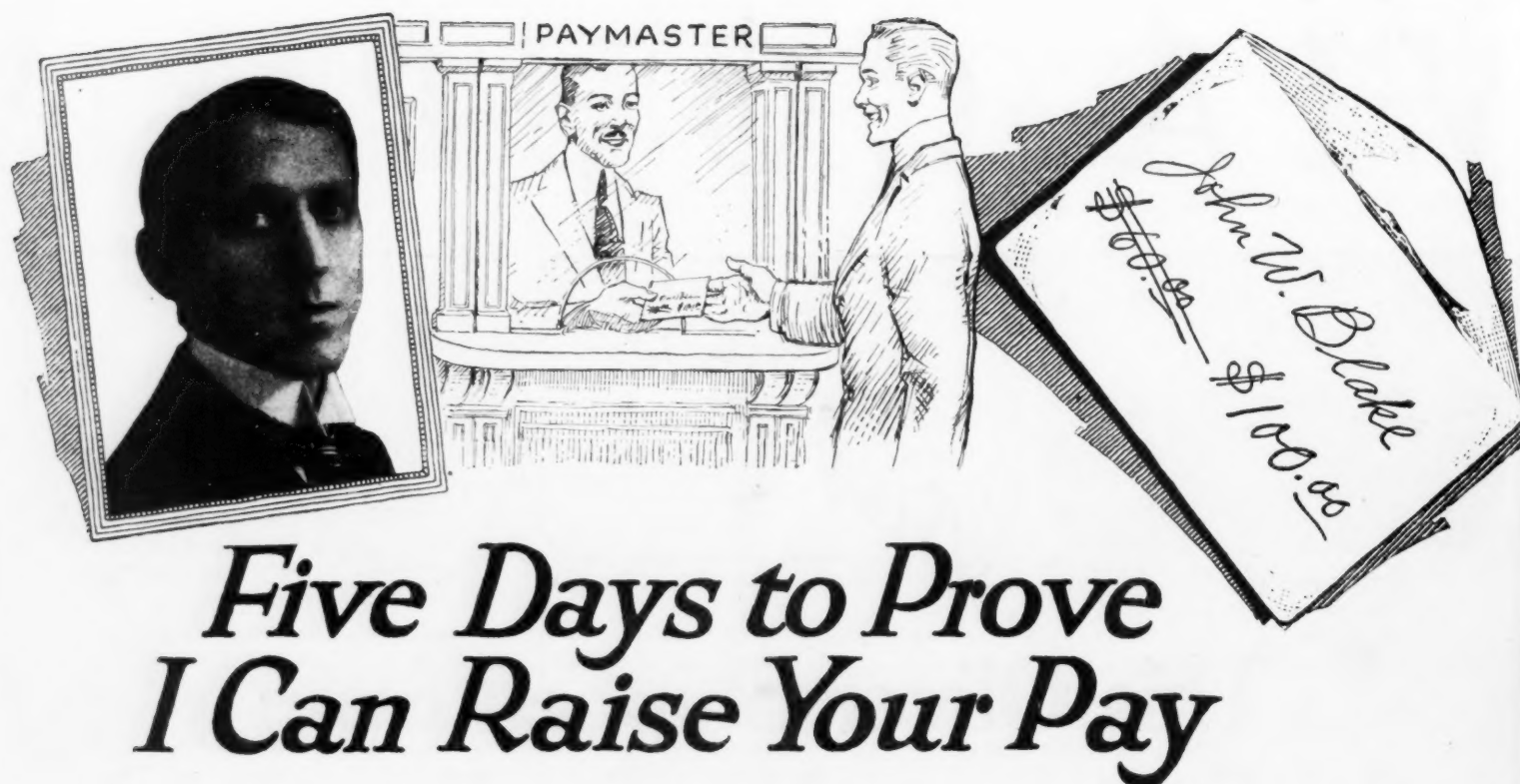
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Street Address.....

City..... State.....

Occupation or Business.....

**This Coupon Saves You \$36**



# Five Days to Prove I Can Raise Your Pay

I've done it for thousands of others. I can doubtless do it for you. If I can't, then it won't cost you a cent

**I** MEAN just what I say. There's no trick or catch about it. Give me five days, and I'll prove that I can get your pay raised for you. I'll do it on a "show you" basis. You get the proof before you pay me a cent.

You've probably heard of me. My name is Pelton. Lots of people call me "The Man Who Makes Men Rich." I don't deny it. I've done it for thousands of people—lifted them up from poverty to riches. There's no sound reason why I cannot do it for you. So let's try.

Now, follow me carefully. I'm going to tell you exactly how to do it. I'm the possessor of a "secret" for which men have been searching since Time began.

There's no need to discuss the whys and the wherefores of this "secret." Suffice it to say that *It Works*. That's all we care about—*It Works*. Over 400,000 men and women the world over have proved it for themselves.

Among them are such men as Judge Ben B. Lindsay; Supreme Court Justice Parker; Governor McKelvie, of Nebraska; Wu Ting Fang, ex-U. S. Chinese Ambassador; Governor Ferris, of Michigan; and thousands of others of equal prominence.

Some of the things this "secret" has done for people are astounding. I would hardly believe them if I hadn't seen them with my own eyes. Adding ten, twenty, thirty or forty dollars a week to a man's income is a mere nothing. That's merely playing at it. Listen to this:

A young man in the East had an article for which there was a nation-wide demand. For twelve years he "puttered around" with it—barely

eking out a living. Today this young man is worth \$200,000. He is building a \$25,000 home—and paying cash for it. He has three automobiles. His children go to private schools. He goes hunting, fishing, traveling, whenever the mood strikes him. His income is over a thousand dollars a week.

In a little town in New York lives a man who two years ago was pitied by all who knew him. From the time he was 14 he had worked and slaved—and at sixty he was looked upon as a failure. Without work, in debt to his charitable friends, with an invalid son to support, the outlook was pitchy black. Then he learned the "secret." In two weeks he was in business for himself. In three months his plant was working night and day to fill orders. During 1916 the profits were \$20,000. During 1917 the profits ran close to \$40,000. And this genial 64-year-old man is enjoying pleasures and comforts he little dreamed would ever be his. I could tell you thousands of similar instances. But there's no need to do this, as I'm willing to tell you the "secret" itself. Then you can put it to work and see what it will do for you. I don't claim I can make you rich over night. Maybe I can—maybe I can't. Sometimes I have failures—everyone has. But I do claim that I can help 90 out of every 100 people if they will let me.

The point of it all, my friend, is that you are using only about one-tenth of that wonderful brain of yours. That's why you haven't won greater success. Throw the unused nine-tenths of your brain into action and you'll be amazed at the almost instantaneous results.

The Will is the motive power of the brain. Without a highly trained, inflexible will, a man has about as much chance of attaining success in life as a railway engine has of crossing the continent without steam. The biggest ideas have no value without will-power to "put them over." Yet the will, altho heretofore entirely neglected, can be trained into wonderful power like the brain or memory and by the very same method—intelligent exercise and use.

If you held your arm in a sling for two years, it would become powerless to lift a feather, from lack of use. The same is true of the Will—it becomes useless from lack of practice. Because we don't use our Wills—because we continually bow to circumstance—we become unable to assert

ourselves. What our wills need is practice. Develop your will-power and money will flow in on you. Rich opportunities will open up for you. Driving energy you never dreamed you had will manifest itself. You will thrill with a new power—a power that nothing can resist. You'll have an influence over people that you never thought possible. Success—in whatever form you want it—will come as easy as failure came before. And those are only a few of the things the "secret" will do for you. The "secret" is fully explained in the wonderful book "Power of Will."

## How You Can Prove This at My Expense

I know you'll think that I've claimed a lot. Perhaps you think there must be a catch somewhere. But here is my offer. You can easily make thousands—you can't lose a penny.

Send no money—no, not a cent. Merely clip the coupon and mail it to me. By return mail you'll receive, not a pamphlet, but the whole "secret" told in this wonderful book, "POWER OF WILL."

Keep it five days. Look it over in your home. Apply some of its simple teachings. If it doesn't show you how you can increase your income many times over—just as it has for thousands of others—mail the book back. You will be out nothing. But if you feel that "POWER OF WILL" will do for you what it has done for over four hundred thousand others—if you feel as they do that it's the next greatest book to the Bible—send me only \$4.00 and you and I'll be square. If you pass this offer by, I'll be out only the small profit on a four-dollar sale. But you—you may easily be out the difference between what you're making now and an income several times as great. So you see you've a lot—a whole lot—more to lose than I.

Mail the coupon or write a letter now—you may never read this offer again.

## Pelton Publishing Company

47-T Wilcox Block

Meriden, Conn.

PELTON PUBLISHING COMPANY,  
47-T Wilcox Block, Meriden, Conn.

You may send me "Power of Will" at your risk. I agree to remit \$4.00 or return the book to you in five days.

Name.....

Address.....

## A FEW EXAMPLES

### Personal Experiences

Among the 400,000 users of "Power of Will" are such men as Judge Ben B. Lindsay; Supreme Court Justice Parker; Wu Ting Fang, ex-U. S. Chinese Ambassador; Assistant Postmaster General Britt; Gov. McKelvie of Nebraska; General Manager Christeson of Wells-Fargo Express Co.; E. St. Elmo Lewis, of Detroit; Gov. Ferris of Michigan; and many others of equal prominence.

### \$300 Profit from One Day's Reading

"The result from one day's study netted me \$300 cash. I think it a great book and would not be without it for ten times the cost."—Col. A. W. Wilkie, Roseme, So., Dakota.

### Worth \$15,000 and More

"The book has been worth more than \$15,000 to me."—Oscar B. Sheppard.

### Would be Worth \$100,000

"If I had only had it when I was 20 years old, I would be worth \$100,000 to-day. It is worth a hundred times the price."—S. W. Taylor, The Santa Fe Ry., Millane, Tex.

### From \$100 to \$3,000 a Month

"One of our boys who read Power of Will before he came over here jumped from \$100 a month to \$3,000, the first month, and won a \$250 prize for the best salesmanship in the State."—Private Leslie A. Still, A.E.F., France.





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# Leslie's

THE OLDEST ILLUSTRATED WEEKLY  
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"It is the West, the Great Northwest, toward which the eyes of forward-looking humanity will, from now on, direct its gaze."

## What I Found in the Great Northwest

By CORNELIUS VANDERBILT, JR.

**T**HE Mediterranean era died with the discovery of America; the Atlantic era has reached the height of its development; the Pacific era, destined to be the greatest, is just at the dawn," once said the late Colonel Theodore Roosevelt. I wonder what he would say today, if he had lived to see the outcome of his remarkable prophecy.

Seventy-five per cent. of the area of these great United States lies east of the Rockies. In that area ninety-two per cent. of our population resides. Only twenty-five per cent. of the national area lies west of the Rocky Mountains, and but a scant eight per cent. of the entire population. Latest figures show 909,508,000 people in the nations bordering the Pacific Ocean. This is almost three times as many as constitute the population bordering the Atlantic Ocean. The present estimated population of the States of Oregon, Washington, Idaho, Montana and the territory of Alaska is four million, one hundred and twenty-nine thousand, six hundred and sixty. This shows an average increase per decade for the past three decades of one hundred and three per cent!

In view of but a few of these facts, I have endeavored to collect data concerning the actual rise of our great Northwest, and how it will affect future generations. In other words I have been trying to see whether Colonel Roosevelt's prophecy was about to be completed. A close inspection of figures and statements herein contained will, I believe, assure even the most skeptical that there is a great resourceful nation west of the once impenetrable Rocky Mountains.

Of the six important Pacific coast cities none is under the 100,000 mark. Most of them range between 200,000 and half a million. Each is a busy, thriving metropolis; eager to outstrip in every possible way its closest competitor. A striking feature of the climatic condition of these great coastal cities is the absence of sustained extremes of either heat or cold.

There are today nine great transcontinental trunk lines operating west of the Rockies. It was the gold

rush to the Klondike that gave the Puget Sound region its start. It was the old Oregon trail, traveled thousands of miles by the prairie schooners, which placed the Columbia river watershed where it is today commercially; and it was the great impetus of not only scenic beauty seekers, but those who preferred the semi-Bohemian life, which gave California the advertising of which she has since been the victim.

The population of the Pacific slope due to the advent of these railways shows an average increase of eighty per cent. per decade for the past three decades. I am speaking now of territory exclusive of California, which has had an average increase of forty-seven per cent. for the same period. The great Northwest, having twice the rate of increase in the past thirty years will, in all probability, maintain this higher percentage of increase in the future.

The commerce of the Pacific Ocean is still in its infancy. The Pacific Northwest is one of the last sections of the United States to be developed. However, even if that is so, there are at present seven great trans-Pacific steamship routes as well as thirty-eight smaller

lanes leading to and from our west coast. When this commercial route has at last been established definitely on a big scale, the cycle of business will then be based on natural advantages and will not be changed by anything it is possible to contemplate.

Timber is one of the greatest assets of this new nation of ours. According to Federal statistics Oregon and Washington, with Idaho as a side issue, have a commercial stand of 1,000,000,000 feet board measure. The United States Forest Service has been preparing wood surveys in the various districts. In addition to the natural growth of business to be expected out here, there is every indication that in the very near future a large amount of the business now conducted in the yellow pine belt of the Southwest will be transferred to the Pacific Northwest. The South has but 380,000,000,000 feet of yellow pine left. It is being cut at the rate of about 15,000,000,000 feet a year. Within the next five to seven years the Northwest will be cutting at the rate of fourteen billion feet a year. When this time arrives Oregon's share will be well over half.

This great lumber industry tends to quicken agriculture and stimulate all other industries; especially the invaluable paper-pulp, furniture, woodworking, machine and kindred manufacturing. The manufacture of Northwestern timber into commercial lumber has already made a good start. However, considering the magnitude of the raw material supply, it is but a beginning of operations that will probably expand several hundred per cent. and be carried through a period of many generations. Oregon is today the center of the largest paper-pulp manufacturing in the West. Portland is the largest furniture manufacturing center in the country, with the exception of Grand Rapids, Michigan. In addition to lumber mills in the Northwest there are many plants manufacturing lumber products, such as furniture and barrels.

Wood shipbuilding is naturally to be expected as a local development where the timber supply is so close at hand. The city of Portland led in the production of wooden ships during the war. The city of Seattle con-

**M**R. VANDERBILT has been investigating business conditions in the West and Northwest for LESLIE'S. What he has found there is of vital importance to business men everywhere. His investigations have been personal and thorough, and what he has to tell is narrated with directness and candor. This is the first of a series of business articles of wide appeal by this author.

structed over fifty-one ships in so fast a time that the Government is still trying to find out to whom they belong. An influx of thousands of men from all over the country appeared in the Northwest as soon as it was learned that ship-builders would be excused from the draft. Most of those men have now left, and the population is again resuming a normal appearance of more conservative type. Most of the ship-yards closed after the signing of the armistice because of lack of labor, but have lately reopened and will undoubtedly remain in the business on a small scale until the ordinary commercial demand for ships of this type increases.

Steel shipbuilding prior to the war was not regarded as a Pacific coast industry of much consequence. Since then it has taken the front rank. Recently, on account of high labor efficiency, favorable climatic conditions and rapid delivery of materials, the Northwest has led in speed of production and low cost per ton. Ten years ago on the Clyde, in Scotland, the price per ton was the lowest on record, but today it is almost four times as expensive as in a Northwestern shipyard.

The Columbia River, draining less than one-quarter of the area drained by the Mississippi, discharges nearly as much water annually, and in a more even flow. The total acre feet of the annual discharge of streams in Oregon, Washington and California is 258,000,000. Of this but 32,450,000 acre feet are in California. Approximately one-third of the possible water-power development in the United States is found in the Columbia River Basin. In round numbers there is 20,000,000 horse-power. The rated capacity of the hydro-electric plants operated in Oregon today is somewhat less than 200,000 horse-power. In analyzing costs the manufacturer often places more emphasis on the price of electric power than is warranted by the facts. With the exception of the electro-chemical processes very few industries show a finished manufactured product where the power costs exceed 5% of the total manufacturing cost. The average of the Northwest is 2%, exclusive of Alaska.

### The Giant Enterprises of the Northwest

As we all know, agriculture is the basic industry of nations. Huge tracts of the Northwest are pre-eminently agricultural. It may be interesting to learn that the entire agricultural business of the State of Indiana could be located in the Willamette Valley in Oregon. There is being constructed in the Northwest at the present time a novel system of highways from the interior to the rivers. In this manner wheat and other agricultural products may be transported by automobile to points where extensive milling operations are to be conducted. The flour is then immediately available for ocean shipment abroad, and the by-product of the milling operation is used as cattle feed. There is an average of two hundred and forty-seven growing days per year in this vast territory.

Live-stock and dairy industries are conducted on a big scale. Extensive sheep-raising in the Northwestern group has led to a concentration of wool clip for storage and manufacture. Eighteen woollen mills are already established, and some day Massachusetts will find keen competition west of the Rockies.

There are more fish taken out of the waters near these Northwestern States than in any other group of States in the world. This statement is further strengthened by the fact that there is more salmon canned in this region than exists every decade in any other part of the country. In 1917, one of the best salmon years on record, a total of 10,124,894 cases were packed and shipped East. Last year 8,840,514 cases of salmon went East. Halibut steaks, so familiar on the menu of Eastern restaurants, all come from the beds off Yakutat glacier in Alaska. A fishing fleet of over one hundred vessels braves these treacherous seas twice a year so that Easterners may not go without their much enjoyed dish.

Washington and Oregon supply more fruit to the rest of the United States than comes from any other source. It is staggering to think that 20,146,000 boxes of apples were exported last year to Eastern points. Even with the acute shortage of labor in picking and packing the fruit, these two States placed 25,000 carloads of apples on the transcontinental tracks in October. There are 2,490,041 cherry trees, as well as 19,309,025 prune trees, 3,409,678 pear trees, and 12,365 peach trees bearing fruit in the State of Oregon alone this year. There is scarcely a place in the country where so many berries are



Coal, wheat and log jetties, of which this is a type, run into navigable rivers everywhere, enabling inland merchants to ship their goods to the Orient almost from their backyards.

produced. The Northwest produces seventy-six per cent. of the cherry crop of the country; forty-five per cent. of the strawberry; eighty-eight per cent. of the raspberry and blackberry; and ninety-seven per cent. of the loganberry. This year there will be a loganberry crop of 23,000,000 pounds. These are astonishing figures, but they are accurate.

"Washington and Oregon supply more fruit to the rest of the United States than comes from any other source. It is staggering to think that 20,146,000 boxes of apples were exported last year to Eastern points. Even with the acute shortage of labor in picking and packing the fruit, these two States placed 25,000 carloads of apples on the transcontinental tracks in October. There are 2,490,041 cherry trees, as well as 19,309,025 prune trees, 3,409,678 pear trees, and 12,365 peach trees, all bearing fruit, in the State of Oregon alone this year."

Hops also figure largely in this resourceful territory. There is an average yearly output of 180,000 bales of hops from the Northwest. Almost eighty per cent. of this amount now goes to England because of the Volstead act, and England formerly was the center of the hop industry. The other twenty per cent. is used extensively in the new near-beer productions, or for those preferring



Cornelius Vanderbilt, Jr., who is investigating business conditions in the Northwest for LESLIE'S WEEKLY.

quality in their home brew. Before the war, hops were one of the chief products of this part of the world. At that time they were needed, and as only Germany and parts of Scotland cultivated for wholesale use, American consumers looked with favorable eyes to the West. Agricultural development is now being carried out with great success on every class of tillable soil in Oregon and Washington.

I have already mentioned that the striking feature about the climatic conditions is the absence of sustained extremes of either heat or cold, and I would add that this district is also spared the snow blockade of an Eastern winter. Heating problems for labor are reduced to a minimum for both outside and inside work. Conditions prevalent on the Atlantic seaboard, where industrial plants are often forced to shut down for days at a time on account of the heat, are never experienced in the Northwest.

The financial standing of cities on this coast, according to the Bureau of Census report for 1918, shows a tax rate for municipal purposes of \$7.51 on every thousand dollars' worth of property. The cost of city government is given at \$17.77 per capita.

The Northern Pacific Railway, having practically created Washington, has made its terminus in Tacoma. Seattle and Tacoma send to the Hawaiian Islands lime for the sugar refineries, flour, bran, grain, hay, lumber, coal for the government, and general merchandise.

Washington sends to Alaskan miners their supplies; spars and railroad ties to Hongkong and Shanghai; general merchandise to Vladivostok; and lumber to nearly every Pacific port on this continent or Asia. Puget Sound imports rose from \$95,441.00 in 1883 to \$7,066,131.00 in 1897; her exports in, let us say, 1883 were \$1,770,219.00 as against \$11,864,925.00 fourteen years later. If figures were available today we would find she had almost quadrupled her figures in the past twenty years. In the year ending June 30, 1916, there were in the State eleven savings banks with 55,760 depositors with \$18,400,936.00 to their credit, or \$330.00 to each depositor.

### Thirty-One Years of Fruitful Growth

TACOMA, besides being a great port, has the deepest harbor in the world. It is a well-known fact in this city that if a ship should ever sink it would be impossible to locate it, because no one has ever been able to ascertain the depth. The largest wheat warehouses in the world, and the largest smelter in the United States are also located here.

Besides the Puget Sound ports the State of Washington has the enclosed waterway halfway down her coast, known as the Greys Harbor district. This is probably situated in the greatest lumber region of the State; and from here many thousand feet of lumber are shipped annually. Greys Harbor is also a great whaling and sealing region, there being as many as 200 whales and 6,000 seals caught annually. The blubber of the former and the fur of the latter are of much value at the present time.

There are but two large cities in the eastern part of the State, namely Spokane, the leading commercial and railroad center in this section, and Walla Walla in the center of the fruit-raising district. Furthermore in 1818 Walla Walla was the seat of the first Hudson's Bay trading-post in the State; it was at one time headquarters for General Grant during the Indian wars of later years.

Thus we have in thirty-one years reaped the benefits of what we once believed to be worth but a pinch of snuff transacted for in a hasty moment. Hubert Howe Bancroft, the famous historian, says in his very eloquent preface to the *New Pacific*: "Here is room for a new and regenerated humanity. Here is room to spread out, with ocean air and frontage enough for all, and with endless facilities for many small cities instead of a few large ones. Many centuries must elapse before a crude culture planted in aboriginal regions can attain to a front rank; wherefore a transplanted civilization of the highest order were better here, and—it should be drawn from the highest sources."

And thus we have, almost in a nutshell, the conditions as they really are in this great country, with twenty-five per cent. of the national area and but eight per cent. of the population. Every year, I might almost say every month of the year, our Northwest is becoming what Colonel Roosevelt prophesied, and even the old standby of Horace Greeley may still be applied to future generations, for it is the West, the great Northwest, toward which the eyes of forward-looking humanity will, from now on, direct its gaze.

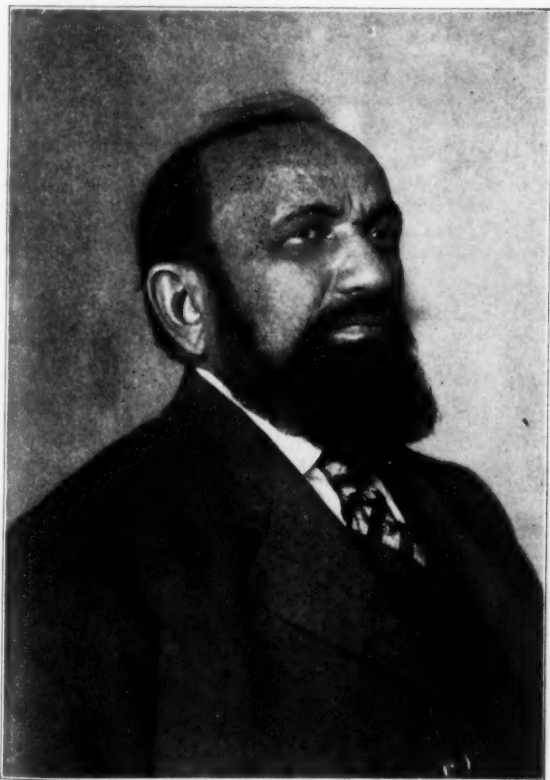


# Human and Natural Forces That Agitate Europe



Is Ellis Island His Promised Land?

**A** TYPE which is of deepest interest because there are so many examples of him since the war put Central Europe "on its uppers." Individually, this man is a Russian spy, who disguised himself as a chimney-sweep in Poland; but in the mass he is typical of millions of physically and mentally starved humans whose mere presence is one of Europe's gravest problems.



He Would Link Germany with India

**T**HIS man is Jevanjee, the J. P. Morgan of the Orient. He is head of many industries in Bombay, and in addition controls a fleet of ocean steamers, operating in the East. At present in Berlin, he is seeking to establish direct commercial connection between India and Germany. The Kaiser, it will be remembered, once had something of the same notion. Jevanjee's idea is to centralize the entire bulk of German production for India in one place, then to distribute through Indian agencies. One stumbling block is the lack of German shipping. Another is the likelihood of British opposition. Jevanjee is self-made and boasts of it.



The Five-Thousand-Foot Waterspout That Whirled Its Way Along the Italian Coast

**W**ITH large areas of its territory devastated by earthquakes and industrial upheavals making chaos in its manufacturing centers, Italy's agitated state was well symbolized by the waterspout of gigantic dimensions which roared its way through the Gulf of Genoa recently. Gigantic is not used in any general sense, for witnesses say that the spinning cylinder of black water was fully ninety feet in circumference and five thousand feet in height, its pinnacle merging with a mass of heavy clouds. This exceptional photograph was obtained from the deck of a ship which was making her way through the Gulf of Genoa at the time. "Close-ups" of spouts are rare because the big liquid tops are sudden and fickle in their movements, and have tons of water in their temporary custody which they are likely to drop upon hapless vessels in their path. The appearance of the spout, according to local theory, was due to collapse of the sea-bottom following the earthquake shocks which played havoc in adjacent Italy, but this notion is discounted by the scientific fact that waterspouts have their beginnings in clouds and with downward whirl suck up the sea



The main street of a typical small town. Today the place of opportunity is the small town. The business which may be done there is limited only by the ability of the man and the drawing power of the English language.

## Big Businesses in Small Towns

It is the fashion to say nice things about the farmer. Hardly an oration or an address to a country jury has been delivered in the past hundred and fifty years which has not touched "the common root of our civilization."

It is one thing to paint a glowing picture of the glories of agriculture, but quite another thing to turn the tide of population from the cities towards the country. It is all right to indulge in poetic flights of fancy concerning the glories of the dewy morn, or the independence of country life, but after that you must let your voice fall.

Why? Simply because there rises up before us that awful specter of the small town. Life in the country may be all right, but in the average small town, never!

Ask fifty of the younger generation which they would prefer, to end their days in mediocrity in the cities, or achieve something in a small town, and a round two-thirds of them will give the obvious answer. "Who wants to be a big frog in a small pond?" is the common, but classic comment.

Our dislike of the small town, and all that goes with it, is bred in the bones. It stands for all that is to be minimized and reproached in our national and economic life. Anything off color has come to be "small-town stuff." Let a merchant lag behind his fellows, and he is a "small-town trader." Let a banker be particularly conservative and he is a "country banker afraid of his life." Let prejudices sway the populace and we sneer at their "small-town minds."

"The small town is a good place to get out of," said a young man the other day. He was leaving his father's clothing store and setting out for the city to take a job on a salary. He thought he was saying something original; he was just echoing the sentiment of generations of small-town people.

They know that something is wrong with the small town; they are sensitive about it. They either manifest that sensitiveness in poking fun at their own burg, or in sneering at city folks, according to their outlook on life.

The young men, more restless than the others, leave the small town to cast their lot with the cities; those who are content with things stay in the town and peg along as did their fathers. Now and then one of them turns his town upside down, shakes the kinks out of it; but that is all too seldom.

The small town presents a problem in our national life—a problem which we cannot undertake to discuss here, except as a sidelight. The essence of that problem lies in the fact that business has been allowed to stagnate and die in the small town; the development and growth which rightfully belongs to it has been permitted to gravitate to the cities along with the ambitious young men.

### What Some Men Have Achieved in the Little-Known Places on Our Map

By CHESLA C. SHERLOCK

It may be that opportunity has in the past lavished her favors on the city business man; we do not attempt to say. But we do say that that day belongs to the past. There is no reason now why the keen young men who love the quiet life of the rural towns and its wholesome existence should be forced to enter the distasteful life of the larger cities, simply because they feel that opportunity looms larger on the distant horizon.

Today the place of opportunity is the small town. The business which may be done there is limited only by the ability of the man and the drawing power of the English language.

It is a bit out of the ordinary to think of big businesses in small towns, of million-dollar corporations succeeding in small places, but that is one of the things which have come with the Age of Advertising, and it is about these businesses we speak in particular.

Out in Iowa, there was once a country boy who loved to grow things. He would rather work his garden than eat, and you know how boys like to eat. His father encouraged him in this inclination and he was soon growing such bountiful crops, such wonderful flowers, that his neighbors asked him to save them some seed.

So he commenced to sell seed. First, a package here and there among his neighbors, until the idea came to him, "Why not go into the seed business?" There were people everywhere who were looking for honest seed and an honest man from whom to buy them.

Henry Field, that was his name, went into the seed business in his own home town. Last year he did a business of \$1,199,092.61. His town, Shenandoah, has a

population of 5,000 people. It is only a matter of twelve or fifteen years since Henry Field was investing \$500 in the business and making his start. Of course, the bulk of Field's business is conducted by mail, but that is no obstacle in the way of the small town. Some of the largest businesses adorning our cities are mail-order businesses. In fact,

dozens of retail stores in the cities have their mail-order departments. Why not the small-town merchant? The mail-order scheme of doing business serves a legitimate purpose, or it would not be so flourishing.

In Thief River Falls, Minnesota, there is a country merchant who saved his business by using the mail-order idea. His town has a population of 3,714 people. His business was drawn almost entirely from the surrounding country.

During the winter months trade always fell off, due to the heavy snows and rigorous weather which made it impossible for country customers and those living in the outlying districts to come to the store. He felt certain that during that season of the year money was getting through his fingers and going to the mail-order concerns.

So he bought a printing press and commenced to send out circulars carrying announcements from his "mail-order department." Later he issued a catalogue. He offered to take orders by mail and deliver by parcels post. Last year he did a business from his town of thirty-seven hundred people in excess of one million dollars!

It wasn't merely a matter of printing a circular or a catalogue and mailing them—of course not! But the point is the opportunity was there for a business that any city would be proud to claim as its own.

There is a town in Indiana, Avilla, to be exact, which has a population of 600 people. Harvey Moore, a former barber, who is a furniture retailer there, does more than \$1,000 a week the year around.

Mac Pruitt, who lives down at Clarinda, Iowa, a town boasting a population of 4,400 souls, didn't have a dime eight years ago. He had been working for another business man and when the latter refused to give him a salary of \$25 a week, Mac decided to cut loose for himself.

How did this enterprising young small-town fellow manage it? He borrowed \$700 on his home, bought a stock of goods for \$1,450, and paid \$500 down. Then he rented a store-room calling for \$60 per month rent. Thus he started out with less than \$200 working capital.

Last year he did a business of \$90,000. He keeps a \$25,000 stock of goods on hand, showing that he is turning rapidly for a small-town furniture dealer.

He has a rule never to argue with a customer, especially about prices; he lets the customer "sell" himself to the goods, whenever possible.

"People are satisfied with the goods (Concluded on page 624)



The young men leave the small town to cast their lot with the cities; those who are contented with things stay and peg along, as did their fathers.





Grenfell will never forget those swift seconds, just before he slipped over the border between delirium and unconsciousness.

## When the Door Opened

By JAMES OLIVER CURWOOD

Author of "The Valley of Silent Men," "The Courage of Marge O'Doone," "The River's End," Etc.

Illustration by HAROLD LUND

FLEMING, the fox-breeder, filled his sweetwood briar with fresh tobacco as a gust of the autumn wind blowing down and off Hudson's Bay screamed over the roof of the cabin. It was a wild night outside, with twisting black clouds scudding low overhead and a November wind moaning in the chaos of darkness that hung over the illimitable wilderness. A few moments before Fleming had said that it meant the beginning of winter, and that tomorrow he would start banking his fox-dens.

A clear-eyed, strong-muscled and quiet-spoken man was Fleming—in the leaping glow of the birch fire roaring in the big fireplace he was a man to look twice at. Watching him as he slowly and meditatively thumbed down the tobacco in his pipe sat Anderson, a sergeant in the Royal Northwest Mounted Police, and Carrigan, the Hudson's Bay Company's inspector—both stopping over-night on their way to Fort Churchill. It was Anderson's first visit. But Carrigan had once traveled from Albany House down to the line of rail with Fleming and a bunch of his breed-foxes, and it was he—remembering a year-old incident of that trail—who had brought up the subject of dogs. On that subject Fleming had strange ideas. Anderson had opened his eyes, surprised at first, and then amused, when he heard them. Once he had laughed, but observing the flush that had gathered in the fox-breeder's face he caught himself quickly, and apologized.

"I don't mean to ridicule your idea," he had hastened to say. "There's no one in all the Upper Country who loves dogs more than I do, Fleming. Yet I can't understand—quite—why it is your hobby to gather round you here all the crippled and toothless canines in the country. There's that broken-legged, half-blind, and wind-jammed brute the Indian brought you today—and you paid money for him. He isn't worth a dollar. Wouldn't he be better off with a bullet in his brain?"

And Fleming's quiet, strong face was crossed by a slow smile as he raised a lighted match to the bowl of his pipe. He called softly then, and in response there came a shuffling sound and the *click, click, click* of claws on the floor. Between Carrigan and Anderson and into the yellow

flare of light The Prince came to Fleming, his master. The majesty of the old dog's name had long since fallen from him like a mantle out-worn by the years. He was very old. His muzzle was turning gray. Hair once long and silky and sleek as a fox's coat was now shaggy and brittle, and its golden lights had faded into the drab and lifeless color of a gunny-sack. But his eyes were unchanged. They were big, and brown, and steady in their gaze, and when they looked at Fleming there was something deeply and intensely questing in them—something which only they two must have understood.

At a low-spoken word from his master, The Prince dropped down at Fleming's feet.

"That dog once belonged to a man I knew," said Fleming, looking straight at Anderson. "I knew him so well that—I also know his story. And the dog was better than the man. If death had to take one of them, it was right that the man should die—and the dog live. And I say it is also true of tens of thousands of other dogs and men. If the average man possessed the loyalty, the honesty and the faith of the average dog we'd be an entirely different race. It's our egoism, of course—our eternal self-sufficiency, our blind belief in the doctrine that 'I am It'—and God intended it to be so. We're fortunate in having a tongue that talks, that's all. Now this man I knew was like ourselves—of the average sort—and if some one had told him that his dog was better than he—"

He stopped, with a suggestive shrug of his shoulders.

Carrigan nodded toward The Prince.

"That was the dog?"

"Yes."

"And the man—"

"Ordinary. We'll call him Grenfell—if you care to hear what happened to him. That was his mother's name."

Anderson unbuckled his revolver holster and dropped it to the floor. He leaned a little forward, interested.

"I'd like to hear," he said.

Over their heads they could hear again the sobbing

of the wind, and with it came the *lap, lap, tapping* of a spruce bough on the cabin roof, as though a hand up there was trying to call their attention.

"It is rather strange," said Fleming, "that what were perhaps the two most important incidents in this man's life came with a storm. It was like this—wind under a moaning sky, and rain, when he went home that night. You see he had a home, and a wife. He was just of the decent average in a big city, with a job that paid him five thousand a year, and advancement in sight. The home was the chief thing, and of course included in the home was the woman. He had taken a keen delight in watching that home grow in beauty and comfort, and he must have thought himself very much in love with the woman. But I'll skip over that quickly. It doesn't matter much here, except to show you how completely his world had anchored itself in and about that home. The important thing is that he returned that night—in a tumult of wind and storm—and that his arrival was late, and unexpected. He was supposed to be out of the city, you understand. And he had his own latchkey, and the shutters were rattling and the wind was howling when he went in, so that no one heard. He was wet, and the water dripped from him in the hallway, but he was warm with the pleasurable thrill of home-coming. He would 'surprise' some one, he thought. Well, he did. I won't go into the unpleasant detail of it, gentlemen. They didn't hear him, the woman and the man—his own employer. But the crash of his world as it went to pieces about his ears drowned the wind and the storm and all else but their voices. Perhaps for a minute or two he crouched listening at the door of the woman's room. Then he went quietly down into his den. It was his gun room. In it were his hunting trophies, his fishing tackle, and the thousand and one odds and ends an outdoors man gathers about him. His mind, you will understand, was very definite. A friend had sent him a Colt's automatic for a birthday present, one of the new army pistols, and he slipped a clipful of cartridges in it quite coolly. He was not of the weak-kneed 'jury box' sort who believes that

(Continued on page 629)

# Two Executives Who Believe in Men and Methods



© P. H. FARRIS

Festus Wade, who spent years trying to "find himself" and who flitted about from job to job until he finally discovered the exact opportunity he wanted. Once firmly settled Mr. Wade drove his way straight through to a splendid success in his home town—St. Louis, Mo.

## A Man of Many Jobs, Now a Financial Power in the West

**S**PEAKING of his birthplace, Festus Wade, the successful banker and financier of St. Louis, remarked that, as one of his parents was Scotch and the other Irish, he supposed he might be called a "Scotch Terror." As a matter of fact he was born in Limerick, Ireland, sixty-one years ago. When he was a year old his parents came to America and located in St. Louis. Soon the Irish-American boy was selling newspapers on the streets of that city; it has always been his home town. While he climbed the Ladder of Success he held many jobs, all stepping-stones that eventually led to the door of the largest bank west of the Mississippi, where for twenty-one years he has occupied the president's chair.

At eleven Festus Wade was a cash boy in the largest store in St. Louis; then he became a clerk in an oil store. His next job was in the studio of a photographer. The building of the railway tunnel, through which all trains from the east must pass, made him a waterboy to the railway gang. When the tunnel was complete, he became a clerk in a store. At fourteen he decided to become a carpenter; after working three months at this trade he became convinced he wasn't adapted to it. Then he drove a cart.

At fifteen he worked as gate-keeper at the St. Louis Fair. When the gates closed for the season he found employment in a safe manufactory; later he became the driver of an ice wagon. When seventeen he made up his mind to become his own boss and began the manufacture of cider, and failed in the venture. Undaunted, he became clerk and paymaster for a contractor on the Wabash Railway. His next job was driving a sprinkling wagon, followed up as the driver of a street car, part of the street railway system of St. Louis, the president of which, the late John Scullin, was destined to become a director in the bank which the boy street-car driver organized twenty-three years later and the doors of which were thrown open on his fortieth birthday.

When twenty-four Festus Wade married and enrolled in a business college. After four years of study there, he became the secretary of the St. Louis Agricultural and Mechanical Association. At twenty-eight, he became associated with a lithographing company. In the course of time, however, he reached a point where his nature demanded that he become his own boss. He had little capital with which to establish himself in a business of his own, and he was aware that he must take up something

that would require brains and young blood—the pep to put a thing over the top in spite of every obstacle. At that time there was a real estate firm in St. Louis known as Hammet and Anderson. The firm maintained separate offices and Wade persuaded them to close the doors of one office, and add his name to the firm. Their combined capital was only \$2.50!

Ten years later the firm of Hammet, Anderson & Wade was the most successful real estate concern in St. Louis.

But Wade was not satisfied with his success as a real estate man. He planned to become the head of a big financial institution, with a big idea behind it: a bigger and better St. Louis.

The Mercantile Trust Company of St. Louis was organized in 1899. As its president Wade was a great success. Within twenty-one years he has become not only a big man in St. Louis, but also a big man in New York where he and Lorenzo Anderson (his real estate partner) bought No. 1 Wall Street.

Festus Wade hopes, when he is called to the Great Beyond, that the Mercantile Trust Company will be owned entirely by his "big family," the business home of members of a great financial institution that a St. Louis newsboy made possible by perseverance and a steadfast purpose of accomplishing things (big or little) through the habit of concentration and right thinking.

V. Rector Griffith.

## A Million Dollar Old Clothes Salesman

**T**HIS is the story of a million dollar idea that sprouted from a bundle of old clothes. A set of circumstances and a familiar trait of human nature provided the occasion; and Dr. E. J. Helms, pastor of a Boston church, took advantage of it to establish the nation's biggest business in old clothes and good will.

Fifteen years ago at the Morgan Memorial church, in Boston, Dr. Helms established the first Goodwill Industries. That was the germ of the big idea. Just now it has grown to million dollar proportions, and cities are beginning to clamor for it.

Eighteen leading American cities now maintain Goodwill Industries, operated for the reclamation of men and things. Reclaiming waste material, they provide employment for the handicapped and opportunity for them to learn trades.

More than 250,000 homes are contributing their dis-

carded articles, and the Industries will do this year a business of \$1,000,000. And all this \$1,000,000, except a small proportion for operating expenses, will have been paid out in wages for self-respecting employment to otherwise destitute men and women.

"Not charity, but a chance," is the motto.

Dr. Helms now spends three-fourths of his time organizing and perfecting the Industries in other cities, so fast is the institution growing. Steps have been taken to start the work in fifty cities, and a business of \$10,000,000 in ten years is the goal. Think of it, \$10,000,000, and all spent in wages for handicapped men and women!

In all these eighteen cities, men and women, too old or infirm to find work elsewhere, are performing useful tasks in the Goodwill Industries, and the reconstructed clothing is sold to families of the poor at prices unbelievably small. In Boston alone 5,000 otherwise destitute men and women are given employment at the big plant there every year.

We have been taught to look askance upon discarded clothing. We have been taught, wrongly, to abhor it. These materials afford sustenance, even homes, to thousands of men and women who are glad to have self-respecting work.

How that first Goodwill branch came to be established at Boston is a story as interesting as it is suggestive of what a little thing may give birth to a great idea.

During a time of depression, men and women came to Dr. Helms for help. He didn't have any money. So he made an appeal to the people to send in their old clothes.

"I spread them out upon the seats," said Dr. Helms in telling the story, "and then invited the poor to come in and get them. There was such a scramble, such a pandemonium, that we finally decided to charge a few cents for the articles. We thought that would tend to stop the mad scramble.

"Pretty soon the nickels accumulated, and we had \$100. We didn't know what to do with the money, so we began to figure how we would spend it. Then we decided to start repairing the articles. So we opened up the biggest sewing-bee on earth.

"The plan just developed naturally after that. Now we have two large buildings, seven floors each, and do a business of \$300,000 a year."

Earl Christmas.

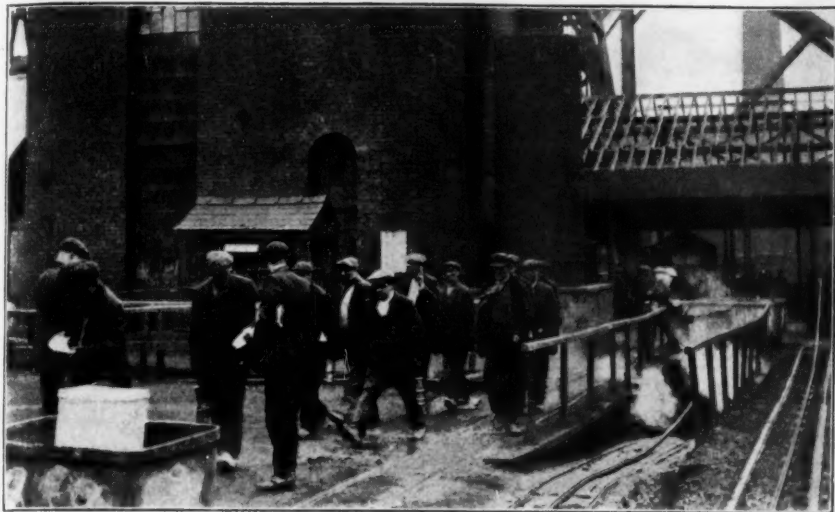


Dr. E. J. Helms, the Boston minister who discovered and put into operation a million-dollar idea in old clothes. Today more than two hundred and fifty thousand homes are

contributing their discarded articles to the helpful organization he started, and many cities are benefiting wonderfully.

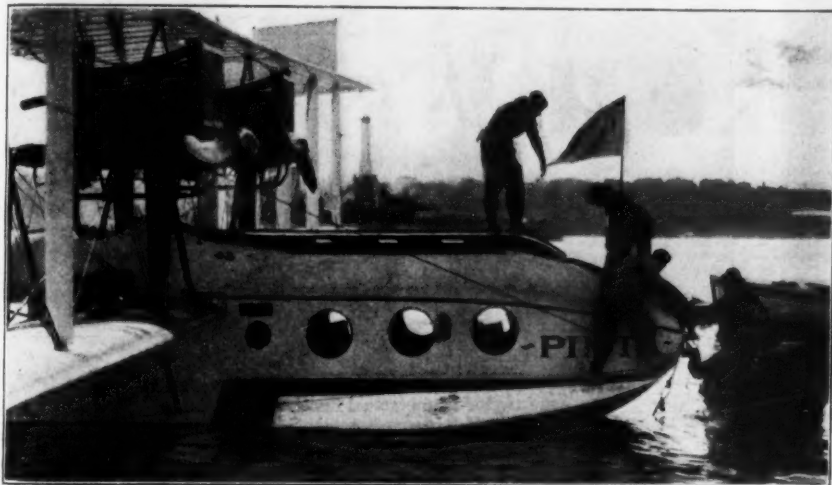


# PICTORIAL DIGEST OF THE WORLD'S NEWS



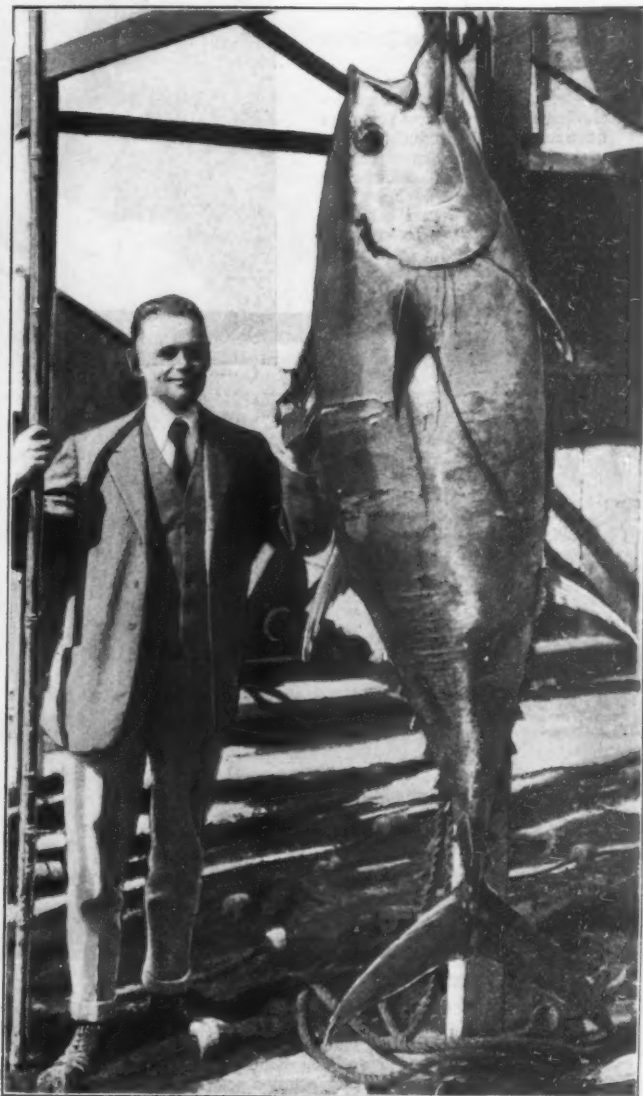
*England's Coal Miners Walk Out*

**T**HROUGHOUT all of the coal-mining districts of England just previous to the big strike there were scenes like this, snapped at the Pendlebury "pits" recently. On leaving the mines the men were handed ballots which they cast either for or against the walk-out.



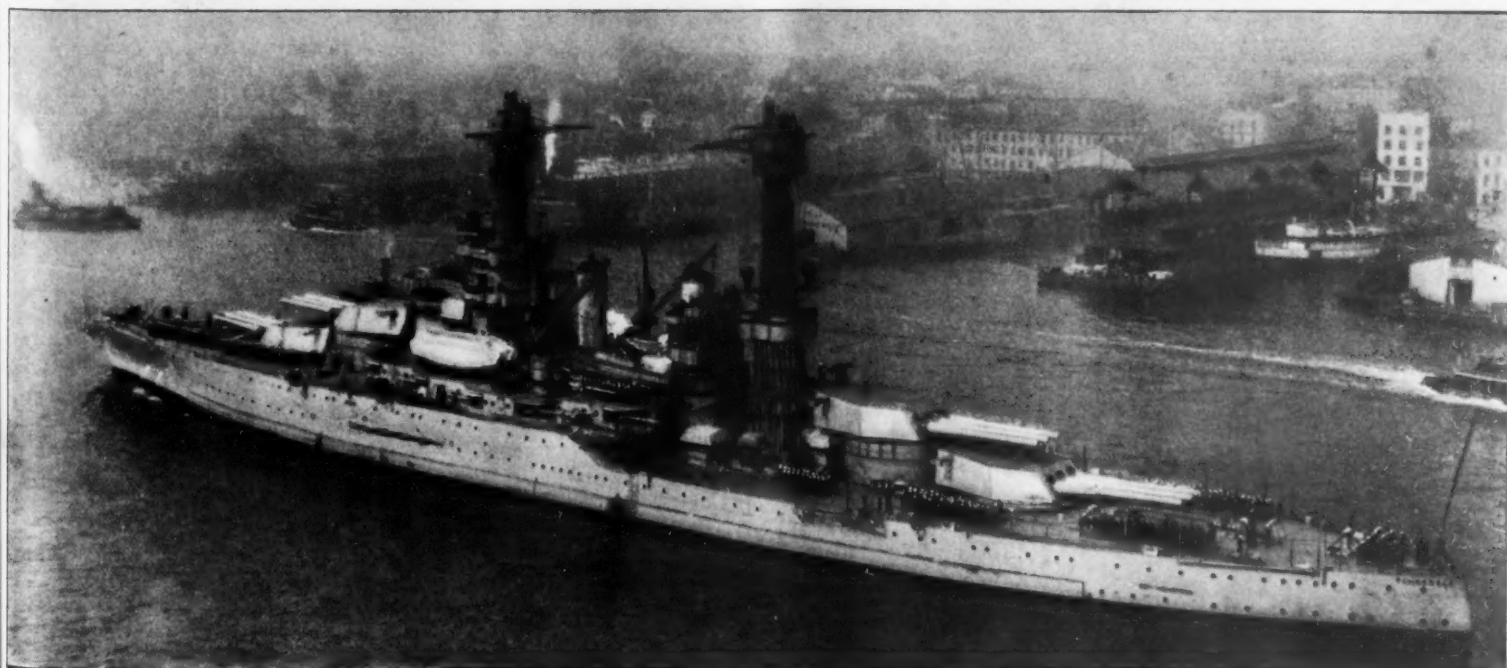
*"All Aboard for Cuba!"*

**A**FEW minutes after this picture was taken at the Columbia Yacht Club, 86th Street and Riverside Drive, New York, the giant plane started for Cuba. The journey inaugurated the new air mail service between the metropolis and Havana, now but a few hours apart.



*The King of the "Yellowfins" Is Caught*

**T**HIS monster fish—a "yellowfin"—fell a victim recently to the skill of the man at his side near San Diego, California. It weighed 326 pounds, and despite the fact that its captor used a very heavy commercial line, it fought hard for thirty-six minutes.



*The New Pride of the Navy Makes Her Maiden Voyage*

**T**HE *Tennessee*, Uncle Sam's latest and greatest dreadnought, leaving New York for her trials. The fact that she is electrically driven makes the huge vessel especially interesting to naval experts all over the world, and her

advent, it is predicted, will mean that most of the sea fighters of the future will be similarly run. She is 624 feet, over all, and has 12 14-inch guns, 14 5-inch rifles, 4 6-pounders, 11 3-inch anti-aircraft guns, and 2 torpedo tubes.

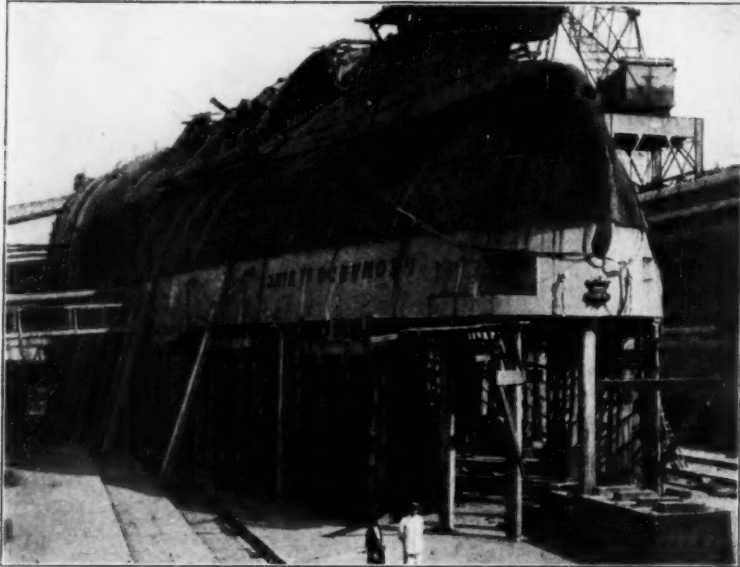
# Pictorial Digest of the World's News

## "Teddy" As One Clever Sculptor Sees Him

AROUND many of the statues of Lincoln stormy controversies have raged; and few sculptors have succeeded in producing a likeness of the "Great Emancipator" which has immortalized him as he appeared to those who knew him best—those who found behind a rugged, plain exterior a truly great soul. But the artists who have attempted to catch the spirit of another equally great American—Theodore Roosevelt—



have had better success. Here, for example, is a working model for a monument to be erected in memory of our fighting President, which few will criticize adversely. In it Vincenzo Miserendino, the sculptor, has caught the ever-active "Teddy" as millions of Americans remember him. Fist on table, face contorted, torso thrown well forward, the virile apostle of all that is finest in our national life stands before us—the living personification of sincere and aggressive Americanism.



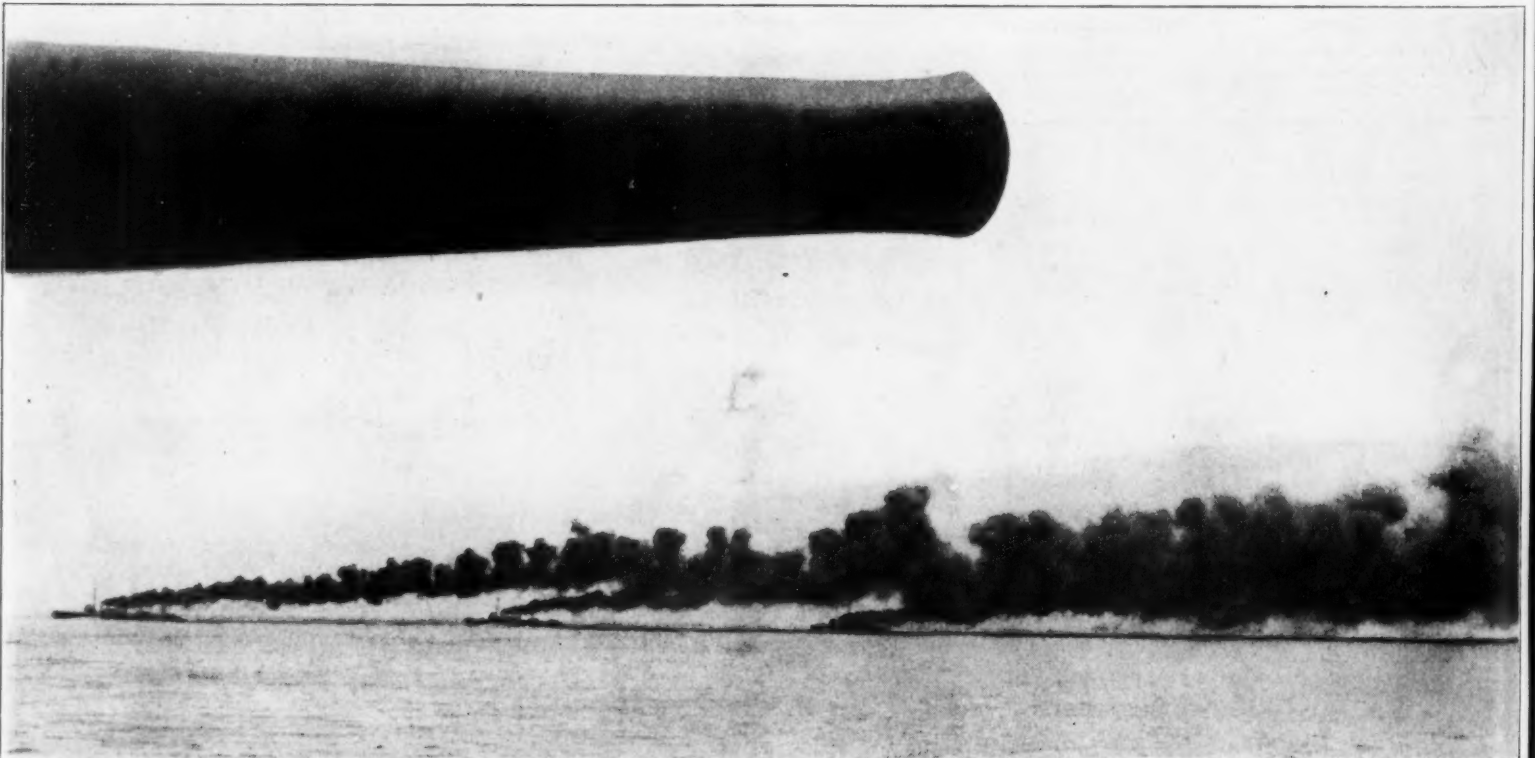
## Modern Science Saves a Valuable Ship

HUNDREDS of ships which were sunk during the war will, doubtless, soon present a very similar appearance to this one, the *Leonardo da Vinci*, which went down in Toronto harbor on August 2, 1916. The Canadians, using compressed air and huge floats, raised the vessel and it will soon be in commission again. The upturned position is new to ship-repairers.



## The New York to Nome Flight Ends

THESE men flew from Mineola, L. I., to Nome, Alaska, and back in one hundred and twelve hours (actual flying time). The nine-thousand-mile aerial journey—a U. S. Army test flight—was made without serious mishap. Left to right: Sgt. J. E. Long; Lieut. C. C. Nutt; Capt. St. Clair Street; Capt. Howard Douglass; Lieut. Erick Nelson; Lieut. C. Crumrine.



## How the Giant Killers of Our Pacific Fleet Put Out the Enemy's Eyes

ONE of the most remarkable snapshots of a "smoke screen" ever taken. The camera man got it during a naval sham battle recently participated in by the vessels of the Pacific Fleet off our Western coast. Standing on the deck of the *Baltimore*, flagship of the "Blue" defending fleet, he caught the speeding

destroyers as they dashed by belching vast quantities of dense black smoke to hide the movements of the great fighting vessels maneuvering behind. The American Navy, it may here be remarked, is not forgetting any of the lessons learned during the war and has quite a few new tricks "up its sleeves."



# The Camera's Record of Notable Events



**The Aftermath of a Raise in Rent**

**B**ELLIGERENT though he may feel upon being notified by an avaricious landlord that he must vacate his home or business quarters, the average American entertains many ugly thoughts, considers the matter carefully, and then gets out—peacefully. Down in Cuba, however, if we may judge from this picture, they are different. What appears at first glance to be a street down which a tiny tornado has swept is, in reality, a section of the "Calle Obispo," one of the principal business thoroughfares in Havana. A tenant (a restaurant man) has just been evicted because of his inability to pay the rent demanded, and he has wrecked the place.



**New "Homes" for Earthquake Victims**

**T**HOSE who passed through the fire which very nearly destroyed San Francisco a few years ago will, no doubt, sympathize most heartily with these unfortunates—victims of the recent earthquakes in Italy. In the California city Golden Gate Park was filled with campers for weeks after the disaster. Today in the Italian district which was badly shaken, thousands of homeless men, women and children are living in shacks and tents. As was the case at San Francisco a wonderful community life has sprung up. Men worth millions are working shoulder to shoulder with paupers, and "society women" are debonairly hobnobbing with their servants.



**The Horse That Won a 300-Mile Race**

**MAJOR STANLEY KOCH**, of Washington, D. C., riding "Mlle. Denise," the wonderful thoroughbred which won the three-hundred-mile endurance test for horses between Fort Ethan Allen, Vermont, and Camp Devens, Mass.

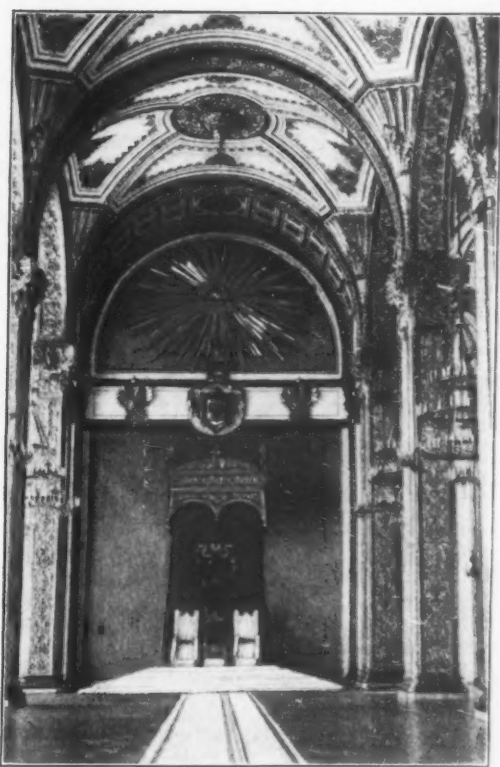
**Fire Gets a Famous Landmark**

**F**OR seven hundred years this marvelously beautiful castle—"Burg Eltz"—has figured in German history, centering about the Moselle district. The other day it was destroyed by fire. It required twelve hours for the flames to accomplish what no attacking force had ever been able to do. In the foreground of the picture are two A. E. F. officers seated on a nearby elevation.



**Switzerland's Leading Citizen**

**PRESIDENT GIUSEPPE MOTTA**, the President of Switzerland. He has been a member of the National Council since 1899. He is serving his second term as his country's leader.



**Where Czar Nicholas Once Sat**

**T**HIS, it is claimed, is the first photograph ever made of the throne-room in the Kremlin, Moscow, where the Czars of Russia used to sit in state and issue their commands. Note the three unoccupied chairs. Query: who will use them next?

# EDITORIAL

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JAMES N. YOUNG

MANAGING EDITOR

FOR AMERICAN PROGRESS, AMERICAN IDEALS, AMERICAN SUPREMACY

## Long Live the People!

**I**N the decision rendered on November 2nd the people showed that they were minded to lay the axe to the root of the tree.

There were many cross currents of opinion, interest and desire which made for confusion in the campaign. For one reason and another there was no very marked enthusiasm or excitement. But early in the campaign there developed a fact which took the punch out of the Democratic program and made Republican effort seem unnecessary.

The voters had made up their minds to clean house. Above every other consideration loomed the belief that it was time for a change.

And so the Republican party comes back to power with a clear mandate from the nation to clean house at Washington.

It will help a lot if our new leaders bring themselves to see some wholesome truths at the outset.

The people of the United States did not turn the Democrats out of power because they had any wild and overwhelming enthusiasm for the Republican party as such. Great numbers voted the Republican ticket as a choice of two evils and this class of voters will have to be shown that their choice was a wise one.

Democratic autocracy, inefficiency, half-baked radicalism and general un-Americanism of program and method soured the voters of all parties and classes and furnished the motive for bringing the axe into action. The people want good, sane, practical American Government. They have elected the Republican ticket for the sole purpose of getting this kind of Government.

We want to associate with the other nations in an American way. We want to get rid of class government and class dictatorship here at home.

We want able men at the head of all administration departments.

We want the wild-eyed, impractical theorist sent about his business, if he has any, and only sober, American-minded men put in positions of public trust and public authority.

We want our government to conserve the results of three centuries of American civilization and not be eternally flirting with social schemes born out of the failure and despair of Asiatic and European systems.

Mr. Harding has announced that he will surround himself with a cabinet of able men and that he will avail himself of the great ability of Mr. Coolidge as vice-president. That alone will come as a blessed relief to the country.

The executive will co-operate with the legislative branch of the Government according to the Constitution. To this all the people will say "Amen."

We shall have some genuine attempt at economy. This is what the burdened tax-payers meant by their Republican vote. And American business will be let alone to develop itself without paternal interference.

We have been torn by passion and broken into classes and interests by selfishness, stupidity, and insane ambition of self-appointed social saviors. Now let us have peace. While we are seeking to end wars abroad let us begin by ending industrial, partisan, and economic war at home.

Let us have the kind of peace which means one law and one justice for all.

THE KING IS DEAD; LONG LIVE THE PEOPLE!

## A Square Deal for the Marines

**W**ITH a fanfare of publicity of political origin the Marine Corps is to be investigated: that is, the small part of the Corps which was set at the hard, dirty task of establishing order in the Republic of Haiti. The Marines have done what they were sent to do. It took more than three years of heartbreaking work amid the heat and fevers and plagues of the tropics to make Haiti, for the first time in more than a century, a fairly orderly spot. The task was not easy, nor was it one to be accomplished by moral suasion.

The bandits—all who oppose the government of the moment are bandits—fight from ambush and give no quarter. Very likely our boys "fought the devil with fire." At any rate a considerable number of Haiti's bad men were made into good ones by the time-honored formula. Now certain folks, whose heads are at least no harder than their hearts, are pointing indignantly to the casualty statistics, which show that more bandits than Marines were killed in the innumerable guerrilla skirmishes of the past three years.

One is almost compelled, by the criticism in certain quarters, to believe that if the score had been the other way around some people, who think of themselves as Americans, would be quite satisfied. LESLIE'S does not intend here to discuss the wisdom or righteousness of sending the Marines into Haiti. That responsibility rests on the national administration. Neither is it concerned, at this moment, with the ways, wise or otherwise, in which the Hon. Josephus Daniels, titular head of the Navy and therefore of the Marine Corps, has directed the occupation. It is concerned, however, in a square deal for the men of the Marine Corps who have carried out the orders of their government. If Washington made a blunder in invading a friendly country, the blame must not be passed on to the officers and men who did, with neatness and dispatch, the job which they were sent to do.

The invasion of one country by the armed forces of another means war, and war means killings, even where, as in Haiti, the invader takes sides with one faction against another. We have confidence that Admiral Mayo, the president of the investigating board, will see that justice is done those representatives of the oldest branch of our armed forces who have borne the white man's burden in Haiti.

## Killed on the Street

**A**NY great catastrophe, entailing heavy loss of life, shocks the public mind, at least temporarily. The steady toll of reckless auto driving is noticed scarcely at all. New York's record for the last five years is calculated, however, to rouse us out of our indifference. The number killed by autos and motor trucks in the State in five years is 4,684. New York City is credited with 2,524, more than half the killings. It would be contrary to fact to put all the blame on the motorists. All sorts and conditions of men, women and children use the streets and highways. Pedestrians don't have to secure a license, nor prove they are qualified to be at large. A good deal may be done to educate the public, but the motorist will always have to deal with childhood and old age, the blind, the deaf, the cripple and the stupid, as well as with those qualified to take care of themselves. Imprisonments and fines are being inflicted by traffic courts, but the lists of offenders still mount. In Massachusetts, Connecticut, Rhode Island, Vermont, New Hampshire, Maryland and New Jersey, the authorities are given power to revoke or suspend licenses, and in the larger of these States revocations and suspensions run into the thousands. New York has a greater number of licenses than any other State, yet there have been less than two hundred revocations and suspensions. There are inequalities in the fining system also which should be corrected. A fine of \$25 might be a great burden to some, but so trifling to others as to have no deterrent influence. England provides for this by graduating fines according to ability to pay. Drastic steps need to be taken to make our streets and highways less of a menace to human life.

## Children's Book Week

**I**T begins November 15th and runs to the 20th. Its object is to induce the parents of America to give attention to the reading matter furnished their children; and, at the same time, to let both parents and children know all about the right kind of books; what they are, where to find them, and how to read them with profit.

There is an enormous juvenile literature in this country which is being added to every day. This body of reading matter is one of the primal factors in determining the size and quality of our future citizenship. Good books make good men. Bad books in their corrupting effects are like a rotten apple hidden in a barrel of sound fruit.

The nation's greatest asset is its children. They are the promise of future progress—the pledge of national permanence and safety.

Books are makers of men. The ability to read is in reality an introduction to the best society of all the ages. Most parents want their children to know good people. Sometimes this is not possible but it is always possible to know good books.



# Primitive Man Still Roams the Amazon Jungle



*The Lessons Learned by Carajos Youth Are Similar to Those of Hiawatha*

Teaching the young idea how to shoot means just what it says in the wilds of the upper Amazon. The boy is getting first principles in the science of hunting. He must pass in two subjects, bow and arrow, and dart-gun.



*The Carajos' Brow is High*

Which perhaps is surprising since the only mental exercise he is forced to take is that of matching wits against the animals he hunts.



The start of a hunt; there are no closed seasons; no game law save the survival of the fittest.

A Carajos smiles because he knows where his next meal is coming from. H. C. L. never worries him.



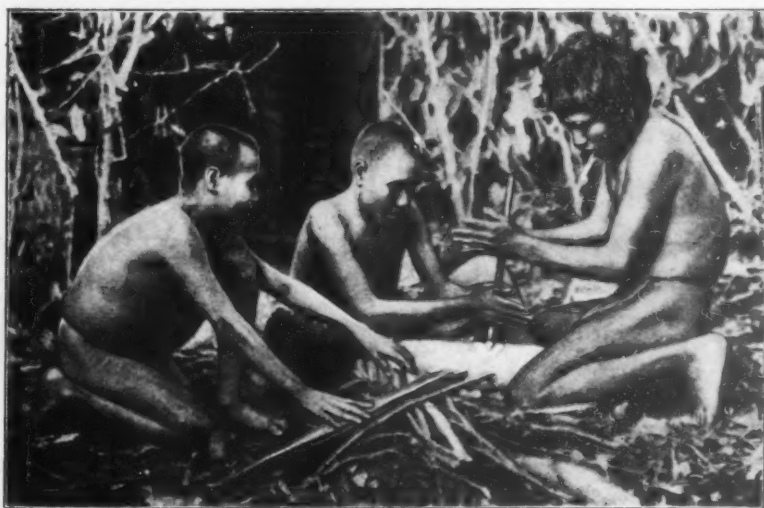
*Sportsmen in Light Marching Order*

Outdoor walking-suits, two thousand miles up the Amazon, differ from ours in that they are much simpler. Not even a hunting jacket is essential to hunting. No guides are needed.



The Carajos vogue in jewelry is polished wood, hung from the ear, or stuck through the lower lip. A child's ears are pierced early; his lips later.

Just how primitive the Carajos Indian is may be judged by his method of getting fire by rubbing sticks together. This antedated flint and steel, and the tinder-box, by a hundred thousand years or more.



**I**f you want forgery insurance, First get Complete Forgery PREVENTION, and thus save about 9/10 of the premium you will have to pay if you are an "unprotected risk."

The First of a Series of Advertisements by Todd Protectograph Co., Rochester, N. Y.



# The Todd Forgery Bulletin

## The First Step Toward Stopping Forgery

**B**ECAUSE there are dishonest men, and weak men who yield to temptation left in their way by careless employers, we have forgery. Forgery of checks and other monetary papers is perhaps the most common and the fastest spreading crime of modern times.

Otherwise there would be no need for the Todd Forgery Bulletin, no field for the Todd Protectograph Co., with its worldwide organization devoted to the complete prevention of check frauds.

The purpose of this Bulletin is (1) to bring to the bankers and the business public a realization of the almost undrained-of growth of fraud in the country's check transactions during the past ten or fifteen years. (2) To show the simple way in which all this can be prevented.

An advertisement of the Protectograph Anti-Forgery System? Yes, certainly, since our product, if generally used, will prevent all the forms of fraud this Bulletin describes. But, beyond the mere advertisement of our product, we seek to bring to public attention a great evil which deserves attention, and action.

For 21 years we have been a sort of central bureau for reports of check frauds—a "headquarters" having vastly more knowledge of current check frauds than any bank, than any police department. Because of the laboratory we maintain for the study of forgery and of forger's methods, of inks and papers and mechanical instruments—because of our contact with this subject, thousands of cases reach us, and us alone. Year by year we see this fraud growing. Never has it been so alarming as in 1920.

And yet, for 21 years, one class has been immune from losses through check frauds. Of 800,000 big business firms, institutions and banks using the Protectograph for amount protection on checks, NOT ONE HAS EVER SUFFERED A LOSS THROUGH A CHANGED AMOUNT by reason of any failure of the Protectograph "shredding" method. And of over 100,000 of these Protectograph users who have gone the limit and adopted the complete Anti-Forgery System in the past six years, not one has ever reported a penny lost through check forgery or check fraud of any kind.

When all concerns and institutions that issue checks adopt the Protectograph Anti-Forgery System, and apply it to each and every check issued, then the day of the check swindler will be at an end.

It is a big job, but it is our goal and our ideal.



### ALL KINDS OF PEOPLE LURED BY "EASY MONEY"

A store manager for Thomas Lipton (tea) Co., Inc., Chicago, indicted on charges of getting \$70,000 through manipulation of checks.

A restaurant manager, Louis Pfeiffer, Newark, N. J., accused of raising one \$100 check to \$1,750 and another \$100 check to \$3,300.

A servant of Rex Beach, the author, indicted on charges of forging Mr. Beach's name to two checks aggregating \$702 and indorsement to another check for \$225.

A bookkeeper for Ramon Montalvo, jr., New Brunswick, N. J., raises check from \$14 to \$114.50, notwithstanding Montalvo used crimping and "safety" paper.

A negro laborer on Pennsylvania railroad, Pittsburgh, raises pay check from \$5 to \$95.

A clerk arrested on charge of forging names of officials of Hazard Mfg. Co., Pittsburgh, to checks amounting to \$2,500.

A negro girl—cotton picker—raises pay check given her by J. P. Wallace, Forsyth, Ga., from \$4.58 to \$335.75.

A school boy, New Britain, Conn., raises

check issued to himself by the Liggett Drug store, from \$2 to \$12.

To say nothing of the thousands of checks forged or raised monthly by "professionals."

### "Safety" Checks Counterfeited

Buick Motor Co. and Illinois Glass Co. are among the many concerns annoyed recently through their pay checks being extensively counterfeited and innocently cashed by local merchants. The gang even took the trouble to print its spurious checks on the same "safety" paper the glass company used, and with the same kind of type.

Both concerns now adopt Protectograph Anti-Forgery Pay Check System, and the following warning was published by Buick Co., in Flint, Mich., newspapers:

"For the protection of banks and merchants cashing our employees' checks, as well as the Buick Motor Co., Buick pay checks are drawn on Todd's forgery-proof PROTOD."



## Precautions That Are Needed

By GEO. E. ROBERTS

Vice-President of The National City Bank of New York



G. E. Roberts, Chicago

It is a matter of common observation that the use of bank accounts and the practice of making payments by check grow steadily with the increasing business of a community and as the people become acquainted with the advantages and conveniences which they afford.

The number of bank accounts in the United States now averages more than one to each family. The fact is that money is only the small change of the business world. It is the currency of payrolls and retail transactions and even for these uses it is of diminishing importance.

One of the largest employers in Great Britain has discarded the periodic payroll in his plant. Instead, a force of several thousand workers is paid by the simple process of handing to each one a little deposit slip from the bank showing the amount of salary or wages deposited to that person's credit in the current payroll period. It is probable that this method will spread in the country. Formerly cash was used almost exclusively in buying farmers' products but in recent years the bank check is becoming the common medium of payments. Few people who have ever had a bank account would think of taking the risk of keeping considerable sums of money in the house or of carrying important sums on the person, while the record of payments which check book affords is in itself invaluable.

The more the bank check is used the more important it will be that the public shall be informed upon the precautions that are needed to prevent forgery. This crime has been developing and increasing in recent years and criminals have made a study of the methods of accomplishing it. The subject is one of great importance to the public and especially to bankers.

(Written Especially for The Todd Forgery Bulletin. All Rights Reserved.)

### Risk in Certifying Checks

An unprotected check when certified becomes an easy instrument of fraud. Last Summer William E. O'Connor was arrested in Buffalo, charged with defrauding his employers, the Harvey Rim & Wheel Co., out of approximately \$4,000. George E. Harvey, the complainant, said he had signed blank checks and that he did not know what amounts were placed on them by O'Connor. O'Connor said all the checks he had handled were certified and that he was guilty of no wrongdoing. The checks had been sent to creditors and came back with the amounts raised.

The courts have sometimes ruled that the bank assumes the risk in such cases.

### This Check "Stumped" the W



This genuine check for \$44.98, issued by a firm mailed to a Brooklyn wall paper firm. Together with many other firm's mail box by confederates of a celebrated forger and well known to the police, but who has so far evaded conviction thousands of dollars. (Photos of the checks were sent on.) This "master-mind of forgery" tackled the case of the Brooklyn firm to "Bear" so skillfully that the trace of with all his skill he made no attempt to tamper with the paltry \$44.98 instead of thousands. What

## Two Kinds of "Money"

By BURGESS SMITH, Chief, Protectograph Research Laboratory; for many years in charge of research work at the Government Bureau of Engraving and Printing.

### How Your Bank Checks Can Be Registered Like Bank Notes



Here at the Protectograph Laboratory, we are working on the same principle that Uncle Sam applies in his "anti-forgery laboratory" at Washington, where I spent 15 years in search for a "paper money" that cannot be tampered with.

Only—the kind of money we make at the Protectograph plant is blank checks and drafts, trade acceptances, etc., and banks and conservative business concerns that demand security.

We try to make bank checks that will be just as secure as bank notes. Now, a ten-dollar bill in process of manufacture at the Bureau in Washington is merely a "scrap of paper" until it is countersigned—it becomes "money," and we bow down to it. The same with your check. Your signature in the corner alone makes it "money"—your money.

And by scientific methods similar to those of the Government, we are able to issue an insurance policy guaranteeing that you control the entire existing supply of checks bearing your printed or lithographed Order to Pay; that there is no way for anyone else to obtain one of your checks for purpose of fraud (unless by your consent or carelessness); or the paper with which to make a "counterfeit" of it. This is part of what we call the Anti-Forgery System.



# Forgery Bulletin

Copyright 1920, T. P. Co.

of Bankers and The Men Who Sign Checks

## Mrs. Belmont Forgery Victim

Two years went by before Mrs. O. H. P. (Alva E.) Belmont, the New York suffrage leader, was informed of alleged forgeries in her name to checks that reduced her bank account by \$4,000. According to papers in a lawsuit, recently filed, her account was "tapped" with a forged check for \$1,000 on July 28, 1918. September 29, 1918, it was reduced \$1,000, and September 30, 1918, a check for \$2,000 was charged to her by her bank. Not until August 21, 1920, was Mrs. Belmont informed of the alleged forgeries.

### Ups and Downs of Checks

Unprotected checks have their ups and downs, and whether they go up or down, someone loses. They go down in amount when the check criminal loses part of his nerve. Here is an interesting case:

The Greener-Putnam Lumber Co., of Picher, Okla., mailed a check for \$427.50 to the Miller King Lumber Co. The check was stolen from the mail. The words "Lumber Co." in the payee line, were erased leaving "Miller King" as the payee. The amount was then altered and cashed for \$127.50 without exciting suspicion.

### "Wizard" Ponzi Victimized

Charles Ponzi, the spectacular "foreign-exchange" financier, who dealt in millions, did not use the Protectograph on his "dividend" notes until after the following interesting discovery, as reported in the newspapers at the time of the crash:

Boston, Aug. 14.—With Ponzi's liabilities estimated at \$5,000,000, the rush of note holders to the state house grows. Officials have found that some investors beat Ponzi by raising the amounts on the notes. Ponzi says he knows many notes were raised from \$100 to \$1,000.

## PREVENTION OR PENALTY

By GUY EMERSON

Vice-President, National Bank of Commerce in New York



G. Emerson & Underwood

In the Stone Age forgery was nearly impossible. Even an expert chiseler must have found his task long and difficult. To-day, forgery is among the most frequent of crimes, often practised successfully by persons far from expert. With the ever growing number of bank checks in circulation, the opportunity for the forger is such as to present a real problem.

For centuries law makers have resorted to the establishment of severe penalties. England made forgery a statutory offense in 1562, punishable by fine, the pillory, amputation of both ears and divers other extreme measures. But the ill was not cured nor even successfully remedied. At length in 1634 the death penalty without benefit of clergy became the law and last weapon of defense. No less a personage than the Rev. Dr. William Dodd, a Chaplain of King George III, went to the gallows in 1777 for the theft by forgery of £4200 from Lord Chesterfield. Nor could the intercessions of Samuel Johnson and 23,000 of the unlucky minister's followers stay the execution.

So, too, in this country, forgery has been fought by making the consequence of detection severe though not so extreme. But forgeries continue and millions of dollars are lost annually through this easily committed and not easily detected means of thievery. If we are to maintain our present system of doing business, it may be necessary in time to refuse to accept loosely drawn checks. Surely no system or device helping to prevent check forgeries and minimize losses should be overlooked in coping with this problem. (Written Especially for The Todd Forgery Bulletin. All Rights Reserved.)

## What the Handwriting Examiner Says

By ALBERT S. OSBORN

Eminent Author of "Questioned Documents," the Standard Reference Work in Court Practice



Every day, in the course of my work for the banks and public officials, I am amazed at the utter lack of care displayed by otherwise well-managed business concerns in the matter of their checks.

A case in point: I was asked to examine some 37 checks issued by a Down-town manufacturing house. They returned these checks to their bank, claiming that each one had been cashed for several times the original amount, through negligence of the bank—a total loss of about \$20,000.

The cashier examined the checks under a powerful glass, and refused to consider the claim. He said emphatically there was no trace of alteration; that these checks had not been raised—or, if so, there had been collusion in leaving spaces between the words when first written.

Nevertheless, when I subjected these disputed checks to scientific examination here in my laboratory in the Woolworth building, it developed that they had been properly drawn, so far as the handwriting was concerned, but someone had erased the amount words and figures with ink eradicator—leaving not the slightest trace visible to a layman. The fraudulent amounts had then been substituted in a similar hand.

This manufacturer was guilty of negligence on three counts: First—He owned an old-style "Not Over" Protectograph, but as a rule failed to use it before the checks were signed, which was the same as not using it at all. Second—He relied on a "safety" paper that was not even sensitive to acid—merely the familiar tinted background formed of curly-cues composing the firm's name. This is the most dangerous of all dangerous checks, since the all-over pattern conceals any acid stain or disturbance of the paper. Third—The same department that issued the checks was charged with auditing the cancelled vouchers, leaving opportunity for a fraud that footed up \$20,000 before discovery.

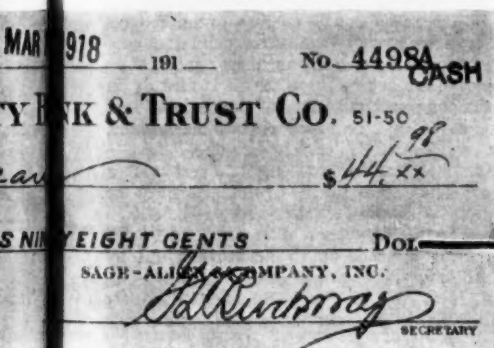
On these counts, Judge Mayer in U. S. Circuit Court took the case from the jury without even hearing the bank's side, and gave a decision against the manufacturer.

On appeal, this decision was affirmed. (Hammer-schlag vs. Importers & Traders Natl. Bank, 262 Federal Reporter, p. 266.)

Thus it was established, at great cost and annoyance to this firm, that a depositor may not require his bank to suffer through his own carelessness in failing to protect those who will be called upon to honor his checks.

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## World's Master Forger



### A Check's a Check For A' That

No matter how small the amount of a check, to the crook it's a check for a' that. A young man giving the name of Wilbur Quick was arrested at Pella, Ia., by Marshal Walls, charged with raising a check from fifty cents, to fifty dollars and fifty cents.

### Are You "Too Small," Too?

N. P. Romano, baker at Rutland, Vt., had decided that he was too small for the crook to bother with "as there were larger men than I not protected." But check-raisers in two months stole \$751 from his bank account.

### One of a Dozen Dangerous Ways to Write "One Dollar"

One H Dollars \$1.00

Many bank depositors take pains to dash off a cross stroke or two, similar to this, in writing a small check. The above amount would be "soft" for a clever penman. With just a few pen strokes he would multiply the amount by thousands, in both words and figures, without even rubbing anything out leaving the slightest trace. The cross stroke would actually help him in his fraud by forming part of the "raise." The same is true of the wavy line sometimes drawn after the amount.

In fact, so far as the amount of a check is concerned, it makes little difference how you write it, or the kind of ink you use. Almost any word or figure written with pen or typewriter can be changed without rubbing anything out. (Bankers and financial executives, only, who need to know for their own protection how these things are done and how prevented, should write for the little "Scratcher" Book by a famous forger-convict, giving actual examples. Address Dept. 1169, and be sure that your letter gives evidence of your right to such confidential matter; otherwise we cannot send the book.)

## EXACTLY FORTY FOUR DOLLARS NINETY EIGHT CENTS

The famous Two-color "Shredded" amount line of the Protectograph Check Writer. The Todd Patents have been the subject of countless infringements and litigation—finally upheld by the U. S. Courts as the original and basic invention of the check-protecting art.

### Protectograph Anti-Forgery System

Complete Prevention for Forgery and Check Frauds, Backed with an Ironclad Forgery-Insurance Policy.

#### Protectograph Check Writer

Writes and "shreds" the amount of any document, with insoluble ink, in words (not figures) representing Dollars and Cents. In Two Separate Colors—denominations in Black; amount words in Red. The extreme limit of amount protection. Over 800,000 Protectographs in use, bearing the Todd guarantee of protection and lasting satisfaction.

#### PROTOD

#### Forgery Proof Registered Checks

Made to order, and each individual check or draft registered and safeguarded like a bank note. No way for a crook to forge or "counterfeit" PROTOD. Chemicals in the fibre also prevent erasure or change of names, dates, etc. Over 100,000 of the largest Protectograph users have recently adopted PROTOD, thus securing complete Forgery-insurance.

## Todd Protectograph Co.

(TRADE-MARK REGISTERED)  
(ESTABLISHED 1899)

World's Largest Makers of Check-Protecting Devices and Forgery-Proof Checks



On request, to bankers and responsible business men only, samples of PROTOD and description of Anti-Forgery System.

1169 University Avenue, Rochester, N. Y.



## Worth Looking For in the Next Bulletin

PAYROLL ROBBERIES—Methods used by organized gangs, and risks involved in paying off in currency or with unprotected checks.

FROM THE PROTECTIVE STANDPOINT—Leaves from the notebook of a well-known New Yorker who devotes his life to trailing forgers to justice.



Dr. Charles Aubrey Eaton  
Editor of Leslie's Weekly

## Dr. Eaton's Page

### The Bankers' Burden

**T**HE War has brought many new burdens to many people, but upon no class has it laid a heavier burden than upon the Bankers of America.

It requires only a moment's thought to see the inevitableness of this burden and the grave responsibilities which go along with it. Before the War, we are told, there were about four hundred to five hundred thousand buyers of investment securities in this country. That is to say, the industries of America and the various governments looked to a comparatively small group of citizens for the means of carrying on.

Under the pressure of war conditions, an economic revolution was introduced by our Government. And it is this revolution which lays new burdens, not only upon bankers, but also upon the entire citizenship of the country.

The small group of large investors were placed under the inquisitorial thumbscrews of the income tax and the excess profit tax. While this method of extraction resulted in large returns to the government, as a by-product it dug new channels for the carrying of our financial resources.

Today large investors find it necessary to be assured of a profit of from ten to fifteen per cent. before they can afford to put a dollar into the building of houses or the financing of industries. This means that the source of support to which industry looked before the War is rapidly closing, and we are confronted by the ominous condition of an expanding industry accompanied by contraction in its financial support.

During the War, by a series of remarkable educational campaigns, the Government induced more than twenty millions of our citizens to invest in United States Bonds. For the majority this was their first and only investment in any form of securities. There never was such a campaign in the interests of personal and national thrift and if it had been carried on longer, or its importance fully recognized, it would have gone far to solve many of our most pressing economic problems.

Unfortunately, these millions of new investors, who paid a hundred cents on the dollar for their investment, found that their property was rapidly declining in value and that even a United States Government Bond was no guarantee of stability in price. The psychological significance of this has been largely overlooked. But its importance will develop in the immediate future.

Since the original small group upon which industry depended for its financing before the War is not now in a position to continue that financing on an adequate scale, where are we to look for a new source of financial support?

**I**T seems to me that we must look to the twenty odd millions of people who invested in government securities during the War. That is to say, while holding as far as possible the financial backing of the old investing class, we must create a new investing class which shall include practically all the wage-earners of the country.

There are some thirty millions of these and if we could by a process of education and personal leadership bring these thirty millions to invest in industry an average of one hundred dollars apiece a year, that would give us a working capital of three billions of dollars.

While wages will not remain as high as they were dur-

ing the War, or if they are kept at that level, work will not be as continuous as it was during the War, the fact remains that the wage-earners of this country can supply a great and growing fund for the financing of the nation's industry.

According to Mr. Eugene Meyer, the savings banks of this country have a total number of depositors amounting to about eleven and a half million, while the Postal Savings System has five hundred and sixty-five thousand depositors. The total savings is quoted as about sixty-six billions of dollars.

Belgium, with a population of seven and a half millions, has over three million savings bank depositors. Denmark, with two million, nine hundred and twenty-one thousands of population has one million, three hundred and fifteen thousand savings bank depositors. Twenty-seven million out of sixty-six million, in Germany, are savings bank depositors. Almost half of the total population of Japan have an account in a savings bank. More than half of the population of Holland have savings bank accounts. The United Kingdom, with forty-two millions of people, has over seventeen million depositors in savings banks.

Over forty-two per cent. of the population of these foreign countries are savings bank depositors, while only about eleven per cent. are depositors in this country. These figures show an immense amount of unused capital in this field, and at the same time they give us an idea of the need of proper education and leadership in this direction.

**I**N view of these facts, so hastily sketched, and of many others, which will occur to those who have given the subject thought, it is self-evident that the banking fraternity of America are confronted, at this moment, with an opportunity and an obligation unparalleled in banking history.

We must reach the masses of our people and teach them first to save a surplus of their earnings, and secondly to invest this surplus wisely and profitably.

To accomplish this purpose, we do not need any other agency than the bankers of the country. It is the duty of the banking interest of America to meet this situation.

One needs to name only the most self-evident reasons to show why this is so. Out of the War has grown among the masses of people a consciousness of their power, both economic and political.

Under the influence of European economic and social theories millions of people in our country, at the present time, are inclined to use their political power for economic purposes. Which economic purposes have to do, not with the welfare of all the people, but with the welfare of their own particular class.

If we can reach the masses of people in this country, teach them how to save, help them to invest their savings in profitable and safe ways, it will do more to quench the fires of radicalism and develop a fully rounded, permanent and conservative type of citizenship than any other one agency or perhaps many agencies combined.

The machinery for reaching these people is already in existence in the banking institutions of the nation. It is a new thing, in a way, and will require new plans, methods and experience. But it must be done.

The foundation of the program ought to rest upon a national idea. That is to say, its principles must be principles which will apply to every part of the nation all the time. Then this general plan must be turned over to the local institutions to be worked out by contact with the individual citizen in each locality.

If the bankers of America can solve this problem for us, they will do the nation a service as great as has ever been rendered by any one class of its citizens. It is the biggest kind of a job and can only be done by big and good men who feel keenly their obligation as citizens.

### The Revolution in England

**I**T would be a strange irony of fate if, after weathering the storms of centuries, England should be destroyed by her own people.

The thing sounds absurd, but it appears to be quite within the range of possibility.

Just as soon as the country begins to pull itself together industrially some strike threatens to tear everything apart by a resort to civil war.

The miners line up against the people. The Triple Alliance declares war on the Government. And the amazing abilities of Premier Lloyd George are frittered away in vain attempts to keep his own people from upsetting the national apple-cart when he ought to be giving attention to bigger things.

What puzzles Americans is how Englishmen of any class can bring themselves to ape the antics of proletarian Russia.

In this country a newspaper of any kind that was suspected of being backed by Bolshevik money would last about as long as a snowball in Hades. But in England the *Daily Labor Herald* has to ask its readers for help to decide whether it shall become a receiver of stolen goods by accepting from Lenine a bagful of swag.

The British Labor Unionist may believe that a proletarian dictatorship means pie for everybody except the wicked capitalist. But he would probably get ahead faster if he were to put more faith in hard work and less in direct inaction.

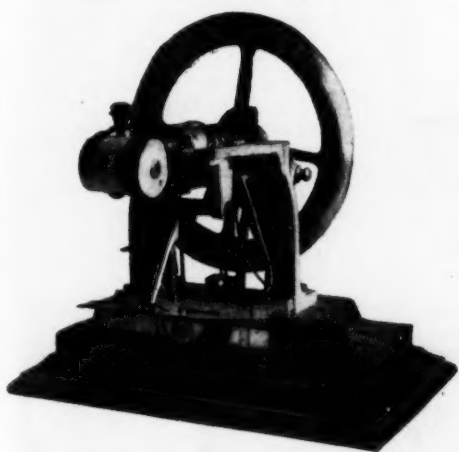
### The New Aristocracy

**T**HE deepest impulse of the individual is to establish his identity as against the Universe about him. A Swiss philosopher gives this as his reason why an ignorant peasant will howl all night when he is drunk: He is simply declaring himself as an independent ego.

What we are coming to in the modern world is a form of personal distinction which results from high quality of character and mind rather than from clothes, cash or the ability to make a loud noise.

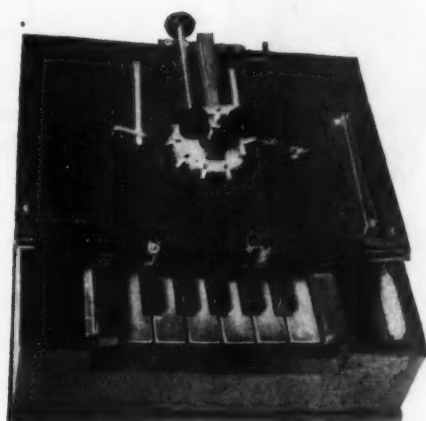


# Cradles of Genius That Advanced Civilization



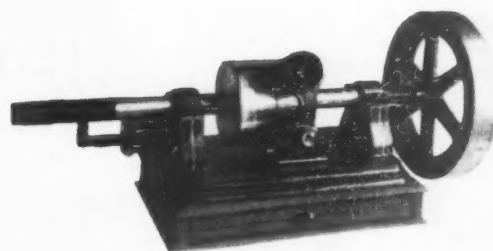
*First "Light Running Domestic"*

The year 1846 is impressed upon school-children as marking the start of the Mexican war. It might better be famous for Elias Howe's invention of the sewing-machine. This is the '46 type.



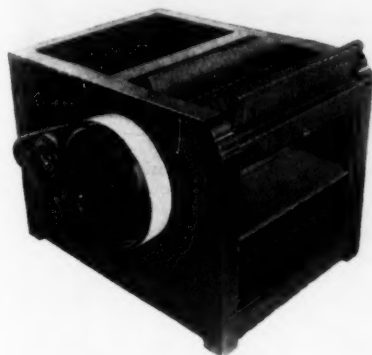
*Not a One-Octave Piano*

From this "little acorn" of invention, planted in the Patent Office in 1868, grew the "great oak" of the modern typewriter.



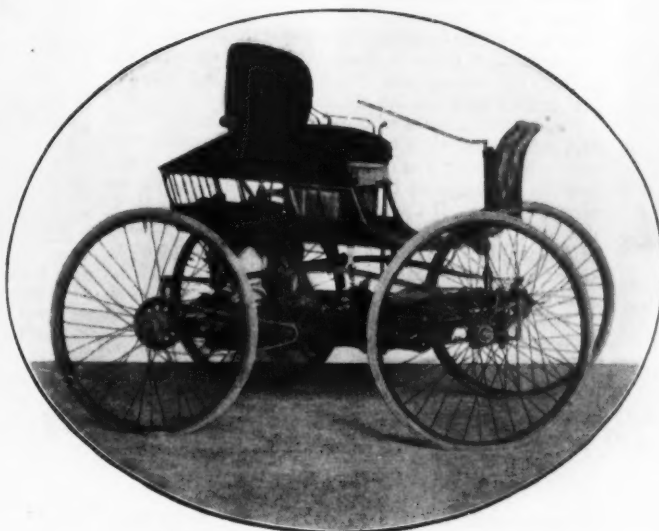
*A Phonograph of Forty Years Ago*

Back in 1878, mighty few people would have known what you meant if you spoke of a phonograph. One in ten thousand would possibly have said: "Oh, you mean the talking-machine that chap Edison is trying to make." Here it is, as it was.



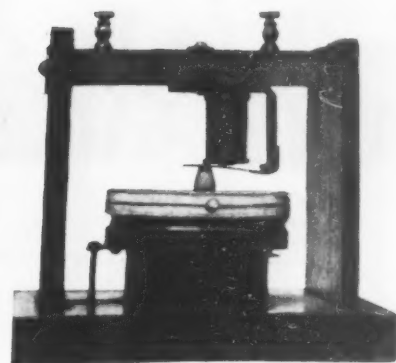
*It Gave the South Its Big Start*

This is the first cotton-gin, invented by Eli Whitney in 1793. Reward is not always proportionate to service, and although promised large sums of money, Whitney went broke on cotton.



*Seven Miles an Hour It Made; Yes, Sir!*

Nothing ever grew more spectacularly in a quarter of a century than the automobile. Here is the one-horse-power gasoline machine built by Elwood Haynes in 1894.



*And Here Is the Telephone*

The man who bawls Central out because she is slow in getting his call might take as a model of patience "that crazy man" of 1876, Alexander Bell. He sat up nights with this telephone.

## *A World That Has Moved Two Thousand Years in Less Than One Hundred*

TRY to think of something indispensable to modern industry, to modern life indeed, which did not have its beginning, its development and its triumph in the nineteenth century. It will be a hard job. That the twentieth century will surpass it is certain; the motor-car, the airplane and the "wireless" are three of many proofs; but the nineteenth must ever keep its fame as the marvel age of invention. At the forefront of this age stands America; scarcely one of the great devices for the improvement or expedition of man's work but has sprung from an American mind. An Englishman invented the locomotive, but consider Fulton, Whitney, Howe, Morse, Bell, Edison. Visualize the removal of any one of their inventions from the fabric of industry, of modern relations, and you get the right perspective on the service they rendered. In 1800, the world was without a steamboat. By 1820, American waters had many. The

'thirties saw the steam engine started on its way. The 'forties brought the sewing-machine and the telegraph. But a short while before, coal was first used for fuel; gas for lighting. The Civil War brought the first iron-clad; Ericsson, the Swede, having found in America the hearing which Europe denied him. And what a chapter of triumphs more recent years present! In 1870, there was no electric lighting, no electric transportation, no telephone, but in less than a decade, all three had come. The typewriter, also, was beginning to click; the phonograph to speak. In the 'nineties came the automobile. This takes not at all into account innumerable inventions in special industries, which advanced them even as Eli Whitney's gin revolutionized cotton. The nineteenth century found a world almost medieval in its backwardness. It turned over to the twentieth a wonder-world of mechanical progress. And the pace still holds.

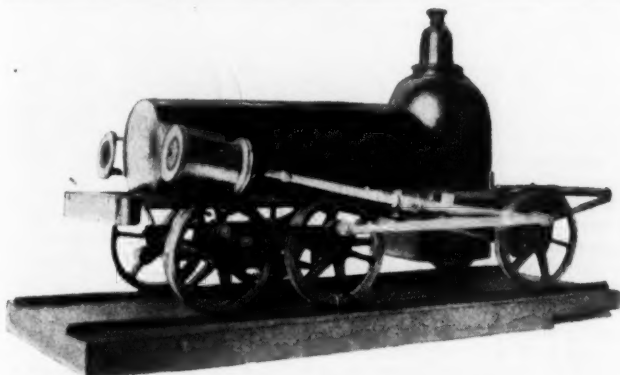
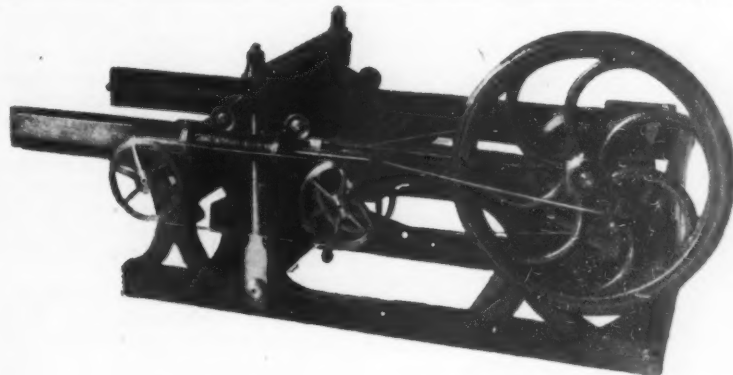


PHOTO BY UNDERWOOD & UNDERWOOD

*All the Locomotive Is and Does Came in a Century*

Despite the early and oft-uttered rebuke, "If God had wanted man to fly, He'd have given him wings," locomotive patents followed one another in quick succession after 1829. Apples have made the name of Baldwin famous, but no less so have locomotives. This is a model of 1842.



*The Rapid Printing Press Dates from 1800*

That mechanical wonder, the modern printing press, didn't just happen. It grew. This, the Otis Tufts' press, equipped with ink rollers and one of the first to approximate rapid work, represents the middle ages of printing. Before it, not much had happened since Gutenberg.

# The Deaf May Now Hear with Their Bones

IF the reports emanating from London relative to a recent invention (a variation of the well-known stethoscope) are to be credited, four out of every five of those who are today in the prison of silence may soon find release. It is claimed that the new apparatus—the "ossiphone"—will enable eighty per cent. of the deaf not only to listen to an individual conversation but to follow the conversation of a whole roomful of people as well. S. G. Browne, who worked



## NEW FACTS IN THE WORLD OF SCIENCE

Conducted by Hereward Carrington, Ph. D.



Using a stethoscope to test a patient's hearing. A London scientist has slightly altered the instrument and produced an invention which he says will enable eighty per cent. of the deaf to hear.

out the idea, has based his invention on the knowledge that the bones of the skull convey the sound waves caught by the ear-drums to the portion of the brain concerned with hearing. It will, of course, be of benefit only to those suffering from "drum deafness," there being no hope for those whose trouble is of nervous origin.

In appearance it resembles a small kodak. It has a sound-wave conductor fitted into a vulcanite box containing a magnet and some wire coils. A wire from the sound-transmitter connects with the sound-box, which has sound passages, a microphone of a special kind, and some dry cells. The microphone is made to regulate the sound and cut its periodicity, or rise and fall, so that there is no undue highness of key to jar the listener. The sound passage, made to exact logarithmic calculations, leads to the microphone. The apparatus when in use is held against some portion of the head.

Readers of LESLIE's who have lost their hearing may find out whether their trouble is due to drum trouble or nerves by placing a stick with one end against a piano and the other against the teeth and getting someone to play the scales. If the sounds are heard the deafness is due to drum defects. Those who have false teeth should, of course, place the stick against some part of the head, the area behind the ear being the best place.

If this apparatus achieves what its inventor promises, it means making life worth living for millions of deaf people.

# An Ideal Home Delivery Service

THE accompanying photograph shows us one of the most striking innovations recently displayed for the convenience of the housewife at the "Ideal Home" exhibition, which opened lately in London. A nest of lockers on the outside of a house which communicate with the kitchen is the big idea. The mistress writes her order on a slate which she then automatically lowers to the street, through the tube. The delivery boy places the articles in the locker provided for the purpose.



Lockers which constitute a sort of glorified dumb-waiter that will save the busy housewife and her aides much trouble. They communicate with the kitchen and take the place of a maid.

## Big Businesses in Small Towns

(Concluded from page 612)

they 'sell' themselves," he says, "and are bitterly dissatisfied with the goods bought under the pressure of so-called salesmanship. What this store wants and depends on is a lot of satisfied customers, and I figure the surest way of getting them is to keep in stock what they want and let them buy it themselves."

Long Prairie, Minnesota, is a town of 1,400 population, yet there is a store in that town which did a business last year of approximately \$250 for every man, woman and child. I refer to James Hart & Sons, who do an annual business of more than \$350,000.

A flyer in kerosene is what gave Elmer Hart, president of this concern, his first inkling of the possibility of big business in his town. The kerosene output had been controlled in this territory by a single company, and the product sold was so inferior that the farmers were profanely kicking about it.

A salesman for an independent concern ventured into town one day and Hart decided to give him an order for a carload of good kerosene so that his trade might have a better product. He first persuaded two other merchants to go in with him. The order amounted to more than one-half of their combined assets.

The rival company immediately appointed a local agent and gave him orders to sell at eight cents a gallon, allowing him a commission of two cents on every gallon sold. This was considerably less than Hart and his associates could sell for.

Hart, of course, had some sleepless nights, but he finally solved the problem. He bought kerosene at eight cents from the rival company and advertised far and wide: "This is the only town in Minnesota where you can buy kerosene at eight cents a gallon."

The farmers came from miles around

with barrels, jugs, pails, cans. When they asked for the eight-cent kerosene, Hart would take them to it and say: "Here it is. But I don't think you want it. It is the same kind you have been kicking about. I think you'll like the better grade."

When the carload had been sold out, Hart lost just \$11 on the "flyer," but his other volume had more than doubled and trebled, through his capitalization of a situation that threatened to ruin him.

A Linn county, Iowa, merchant, Torgeson by name, decided to make a thorough canvass of the farmers in his county to find out how many were buying groceries at his store. Every one who had not traded with him was solicited by personal letter to "drop in" and get acquainted. In six months, Torgeson had turned over \$300,000 in groceries, all sold to farmers.

Northboro, Iowa, a little town of two hundred souls, nestles in the southern edge of the State, a few miles from the Missouri line. There are four other towns within six miles of Northboro, and all are larger and have newspapers.

Not long ago a country bank was organized in this town. It seemed on the verge of failure for want of depositors, when C. C. Nye, a hustling young officer in the bank, suggested that the only way to win out was to advertise.

But Northboro had no newspaper, no medium in which to advertise. If they went to one of the neighboring towns for a medium, they would be forced to compete with banks in these other towns. So they decided to create their own medium. They commenced the publication of a house organ which they called "The Live Wireless."

Nye persuaded the directors to get him a runabout and a Graflex camera. Every event that took place on the farms in the

surrounding country was "covered" and written up in the magazine.

Banking practices were reduced to fiction stories, and today the farmers of that community are better posted on banking practices than anywhere else in the county.

Now the deposits of that little town bank outrank those of many similar institutions serving many thousand times the population, simply because the bank has intelligently tilled the small-town field it serves. The harvest in business is astounding to the average city banker.

At Newton, Iowa, the Maytag Washing Machine Company, a nationally known concern, is doing a business in excess of \$6,000,000 this year; at Charles City, Iowa, the Hart-Parr Company, manufacturing tractors, gas-engines and other farm machinery, does a business running into millions; at Kellogg, Iowa, merely a "tank" station, is the Gould Balance Valve Company doing business in all parts of the world and running into millions annually. At Clay Center, Nebraska, a country boy started an incubator company which has sold hundreds of thousands of hatching machines all over the world.

Take Rochester, Minnesota. It is there that the Mayos have made their fortune and their town, with their famous hospital. Rochester, Minnesota, when the Mayo Brothers started out in life was a little country town not unlike thousands of others. They decided to start in with their father, a country doctor, because they hated to leave him and their boyhood friends and associations. What they have done in that little town is too well known to repeat here.

The small town, as we have already hinted, is classed as a "problem." Far-sighted political students see in it many things which they "view with alarm." So long as the small town shows evidences of

prosperity and of normal growth, they rejoice and wax warm over the greatness of the Republic; but when there is a general decline in small-town population and prosperity, and a corresponding exodus to the large centers of population, they foresee not only grave economic problems to be solved, but dangers to our governmental structure as well. One need only read a few pages of Roman history to start the chills running up his back.

The trouble has been and now is, not so much with the small town as it has been with a false propaganda concerning the small town. The small town is all right, if it can be given a chance to function and partake of business life in its rightful measure. The fault lies in the fact that for half a century the best blood has been drained out of it and enticed to the cities by the lure of a "larger opportunity," fancied or real.

Opportunity is a relative term; it is not a geographical proposition any more. Advertising and publicity have shortened business lanes just as transportation and travel have shortened distances and brought producer and consumer closer together.

The small town will reassert itself within the next generation, if we cease the shameful propaganda of the past, and encourage, rather than discourage, the country boy and the country girl to expend their energies and their talents there.

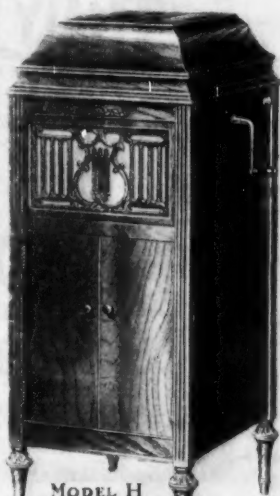
The instances here cited give only an inkling of the business success which has come to those who have given their measure of service to the small-town community. Big business in small towns is just as possible as big business in big places. And the nice part of it is that no one "need be a big frog in a small puddle." If you really become a big frog, you naturally expand your own puddle.



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### Play As You Pay—Very Easy Terms

If, after two weeks' trial, you are fully satisfied with the SILVERTONE and desire to keep it, simply send us the first monthly payment and then the same amount each month until the total is paid. The amount of the monthly payment on each instrument is shown under the illustrations.

Compare our terms with those offered on any other phonograph of the same high quality. The small monthly payment required on even the highest priced models makes it easy for you to own a really fine instrument without incurring a heavy financial burden.

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The SILVERTONE convertible tone arm is so constructed that it permits the playing of any make of disc record, either vertical or lateral cut. It is almost as easy to adjust the reproducer for different types of records as it is to change needles.

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I have always been faithful in paying my obligations and am making this statement for the purpose of inducing you to grant me these terms, and I give you my pledge that you may feel safe in trusting me to pay as agreed.

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(Sign your name here plainly and carefully. If under age, some member of your family who is of age and responsible should sign this order with you.)

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I have been located in this town since \_\_\_\_\_ If less than 5 years, give former address.

My business, occupation \_\_\_\_\_ Do you wish shipment made by express or freight?

REFERENCES—(Please give names of TWO references.)

Name \_\_\_\_\_ Address \_\_\_\_\_ Business or Occupation \_\_\_\_\_

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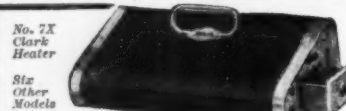
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## AS WE WERE SAYING BY ARTHUR H. FOLWELL

### MAKING THE CEILING PAY

THEY have begun to put advertisements on the ceilings of railway cars. It is a splendid notion, particularly in cities. Multiply the number of square feet in the ceiling of a single car by the number of cars in daily use on the system and you realize what an aggregate of space has hitherto been allowed to go to waste—to sheer waste when it might have been a rich source of income.

The ceiling ad. is especially welcome in rush hours, when city cars are packed. Up is the only way left for one to look, faces being as close together as the stalks of bunched asparagus. No one of nice breeding seeks to display too much interest in the flora and fauna of a stranger's eyebrow, or to study at close range the devious mazes of his ear. Therefore, pictures and text on the car ceiling come just in time to give one a light, genteel occupation while in transit.

Once the ceiling as a means of revenue is fully appraised by railway heads, neat advertising copy may even adorn our sleeping-cars. The occupant of Lower 5 will be able to loll at his ease, and in the glow of his shaded berth-lamp, forget insomnia in pleasant contemplation of somebody's hair tonic or rubber heels, exploited on the reverse of Upper 5. As for ships, transatlantic liners, the thing should be positively mandatory. Who, experiencing the pangs of seasickness, would not be cheered by a graphic illustration of the ingredients of somebody's chicken gumbo soup, all superbly printed in their natural colors, and securely tacked where his eyes could not miss them? Even if the ceiling suddenly became the floor, it would not matter. Relative positions would remain the same. He would either be down looking up at it, or up looking down at it. The diversion would be constant.

Reassuring to one's hopes for the future is the fact that the ceiling ad. has arrived. It may do much for the physical carriage of the American race. Too many of us have got into the habit of looking steadily down; of pushing our heads out at right angles to our chests, and carrying them that way when we walk. Once we had faith that the airship would remedy this defect, but seemingly it hasn't. The era of the silk stocking and the shortened skirt, coming along simultaneously, has kept men's eyes more mundanely fixed than ever. What the sky has been unable to accomplish, perhaps the ceiling may.

With city budgets disregarding tax limits, resort to severe measures may be necessary. As a means of economy, how would it do to say that hereafter, in all city offices, not more than three men shall be employed to do one man's work. Radical and extreme, of course, but the taxpayer's money must be conserved somehow.

WE must teach women to recognize a bribe when it is offered," warns a leader of the new voters. Teach single women, perhaps, but married women are already well posted. Even Eve "recognized" the nature of the remark when Adam said: "Don't you bother to clean up after dinner; I'll do it; you rest." And then, "By the way, you wouldn't mind if I went out about nine o'clock, would you? The snake is giving a little party." That's

about when it began. A married woman can recognize a bribe as readily as she can spot the big black letters upon an occultist's chart.

### BASEBALL PRACTICE NEXT YEAR

SKINDIAMOND, Tex., March 2: The Purple Sox, under the direction of "the master mind" of the gamblers' clique, had their first practice for the 1921 season this afternoon. The pitchers were a little rusty after their long winter's lay-off, and had difficulty in keeping the ball away from the plate. A few days' warm work-out, however, and it is expected that every member of the twirling staff will be able to give a base on balls or hit a batsman without exciting the least suspicion. The infielders were put through a brisk drill at mufing and wild throwing, but it will be a week before the men show the finesse which makes an intentional error look like a pure accident. The outfielders spent the afternoon losing high flies in the sun. Tomorrow, the whole team will be drilled in the art of being caught off base.

ANSWERING the question how a housewife is to know a good Thanksgiving turkey when she sees one, a market reporter says among other things:

"A desirable turkey should have plump, firm flesh. Its back must be well covered. It should have good legs. The backbone should be flexible. The fat should be evenly distributed."

Should this gentleman ever retire from the market-reporting business, he has shown himself amply qualified to select the choruses for Broadway's musical shows.

### PUT THIS DOWN FOR 1924

THE United States has—or have, as you prefer—been holding elections for 131 years, yet nobody has thought to use home-going laundry as a way of securing campaign publicity. This must not occur again; it is too grave an affront to knocking opportunity.

Having caught your laundryman, jolly him into good humor. If necessary, "fix" him in the practical sense. He will then gladly permit you to put a campaign collar-button, bearing your candidate's noble face, in the neckband of every home-going shirt. More than that, if properly approached, he will allow you to substitute for the oblong pasteboard which holds the shirt in shape a window-card with a half-tone portrait of the "next President," mayor, governor, senator, or whatever your man aims to be.

As for the wide paper ribbon with which some laundrymen encircle a shirt—the ribbon of the Order of the Iron—it might circulate for the six Saturdays prior to election a rubber-stamped reminder: "Vote for Joshkins; he's as clean as your linen." Reach the shirt-wearers, gentlemen of the National Committees, and you reach the nation. The shirtless vote is negligible.

This was one of the few, the very few, elections since 1896 in which it didn't matter what Mr. Bryan "conceded" at nine o'clock election night, or at what hour he went to bed.

## BAILEY, BANKS & BIDDLE CO.

Jewelers Silversmiths Stationers  
Philadelphia

### DIAMONDS

For the convenience of those who wish to secure Diamonds or other Gems on which there can be no question regarding the quality or the value an Illustrated Booklet has been prepared which will be mailed upon request

Wedding Invitations and Announcements Samples will be forwarded upon request as an exhibit of Engraving Quality as produced by this Establishment, including Correct Stationery for all Social Functions.

**For Chilly Autumn Mornings**

## USALYTE

A TWIST OF THE WRIST

USALYTE, the extraordinary heater, robs the Fall and Winter morning of its sting and makes early rising a pleasure. Your room is flooded with heat almost instantly by a mere twist of the wrist! Usalysite is an absolutely new, safe, quick and cheap means of using gas for heating purposes. It will pay for itself a dozen times over, the first season, by the coal it saves. In two styles: for heating only or, with the new and exclusive in-built mantle, for heating and lighting. For heating only, \$1.75 For heating and lighting \$2.25 Order from your dealer or direct from us. Take no inferior substitutes.

**J. I. ROBIN & SONS, Inc.**  
MANUFACTURERS OF THE FAMOUS USALYTE GAS MANTLES  
130 to 131 ST. and PARK AVE. NEW YORK CITY.

## CHALFONTE

Atlantic City! Famous for its delightful climate the year round, its invigorating sea air, its Boardwalk and endless amusements—and hospitable home-like Chalfonte

**THE LEEDS COMPANY**

ON THE BEACH AND THE BOARDWALK  
American Plan, Always Open

**If you don't read Film Fun you don't get all the movie news**

The November issue now being sold by your newsdealer.

See the pictures of Coming Stars. Read what the Present Stars are doing. See how they do it on the other side of the world.

**You get everything in Film Fun for 20c**

At your nearest newsdealer, NOW





## MOTOR DEPARTMENT

Conducted by

**H. W. Slauson, M. E.**

Readers desiring information about motor cars, trucks, accessories or touring routes, can obtain it by writing to the Motor Department, "LESLIE'S WEEKLY," 225 Fifth Avenue, New York City. We answer inquiries free of charge.

### HAVE PRICE REDUCTIONS STOPPED?

**A**BOUT two months ago the manufacturer of the most widely used car in the world "started things." He announced price reductions of about \$140 on the open models. This announcement was followed two days later by that of the manufacturer of a car costing five times as much, to the effect that his prices would be reduced \$500.

These two announcements have served to divide the automobile producers into two distinct classifications—those who can see their way clear to a moderate reduction in the prices of their cars and who have already made such announcement, and those who maintain that existing costs of labor and materials do not as yet warrant any such action. The issue, as thus created, shows that the automobile business is in a healthy condition and that it is worthy of the confidence that should be placed in the third greatest industry of the country.

We find in some instances price reductions as announced are warranted by certain internal conditions making possible the purchase of new supplies on a more favorable basis, or by a policy which dictates the more speedy removal of stock, even at the expense of a slight loss in the expected profits. Other manufacturers absolutely cannot afford to reduce the selling prices, and we find the situation much the same as that which confronts men of varying means at the time when income-tax payments are due, sometimes the most wealthy individual finds it difficult to raise the ready cash to meet the first installment, while another man, poorer in this world's goods, can sign his check in favor of the collector of internal revenue without undue hardship on his pocket-book or bank account.

A survey of the attitude of the leading manufacturers of the most popular cars in this country shows 57 per cent who

have already made definite announcement that there can be no reductions in price of their models for this year. Of this number 19 per cent even go so far as to say that increases are more than likely, while 62 per cent. have protected their dealers and customers by definite guarantees which amount to a promise to refund the total of all such reductions, should any be found possible, to all purchasers between now and a given date next year. Of these manufacturers thus assuming a definite stand to encourage the purchase of cars, 10 per cent have announced February 1st as the date to which prices are guaranteed; 30 per cent. March 1st; 10 per cent. April 1st; 10 per cent. May 1st; and 40 per cent. July 1st. Naturally, these dates vary with the terms at which material contracts expire.

But how about that 42 per cent. of the manufacturers who have found it possible or advisable to reduce their prices? Some have increased production to the point

where costs were lowered—the logical sequence of any manufacturing on a quantity basis; others, following standardized merchandising methods, found it advisable to dispose of their stock by making more attractive prices during the time when the prospective purchaser needed added inducement to invest in a motor vehicle. Such reductions, in the two-thousand-dollar car class, have averaged \$200, or 10 per cent., in some instances they have been somewhat greater.

The effect of this agitation, which has resulted in definite announcements as to price policy, has been to encourage the prospective buyer to purchase the car of his choice and to crystallize in his mind the sentiment that motor-car values are still as sane and sound as ever. One manufacturer of a high-priced car, whose reduction amounted to nearly 20 per cent. of the original price, found that his sales had increased by 350 per cent. during the month following such announcement.

#### DO YOU KNOW?

1. Why steel-studded leather covers are no longer used for tires.

2. Why the licensed horsepower (S. A. E.) is less than the actual horsepower of the average motor.

Answers to these questions will be found in the next issue of the Motor Department.

#### ANSWERS TO QUESTIONS IN THE LAST MOTOR DEPARTMENT

1. Why does the right wheel leak grease more than the left?

The rear axle housing is hollow. Its center, in which the differential and driving gears are located, contains a considerable amount of oil or grease which is thrown in all directions and escapes into the tubular portions in which the axle runs. This oil flows, by gravity, toward the wheel which is lowest and because of the crown of our country roads and the American custom of driving to the right, the right or outside wheel is lower than the other. Felt washers are provided to prevent the escape of this oil onto the wheel and brake drum, but such precautions are not always effective.

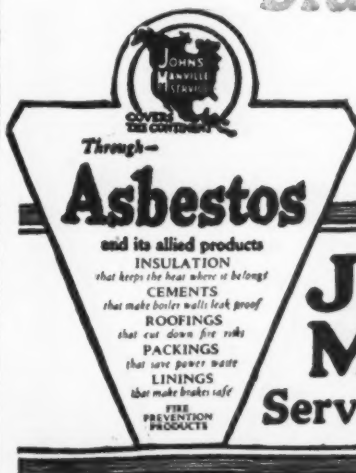
2. What is "pickling" and "annealing," and what are their purposes?

These are aging and heat treating processes which tend to improve the character of iron by making its structure more uniform. "Green" iron like many another substance, is liable to warp and become distorted from the effect of the various ranges of temperatures to which it is subjected. By an even heating and cooling process, known as "annealing," this warping and distortion of cylinder castings may be reduced to a minimum.



## BRAKES

are safer and last longer with  
**Johns-Manville Non-Burn Asbestos Brake Lining**



JOHNS-MANVILLE

Inc.  
Madison Avenue at 41st Street, New York City  
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Serves in Conservation

## BUY DIAMONDS DIRECT

FROM JASON WEILER & SONS  
of Boston, Mass., one of America's  
leading diamond importers

For over 41 years the house of Jason Weiler & Sons, of Boston, has been one of the leading diamond importing concerns in America selling to jewelers. However, a large business is done direct by mail with customers at importing prices! Here are several diamond offers—direct to you by mail—which clearly demonstrate our position to name prices on diamonds that should surely interest any present or prospective diamond purchaser.

This one carat diamond is of fine brilliancy and perfectly cut. Mounted in Tiffany style 14K, solid gold setting. Order this diamond, take it to any jeweler and if he says it can be duplicated for less than \$200.00 send it back and your money will be returned at once without a quibble. Our price direct to you..... **\$145.00**



Ladies' All Platinum Diamond Ring \$250.00  
10 blue white perfectly cut diamonds set on sides. Large center stone is fine blue white color. Ring is exquisitely hand-carved and pierced.

Men's Green Gold Diamond Ring \$250.00  
Fine blue white perfectly cut diamond, embedded in solid platinum. Ring is handsomely hand-carved in Grecian design.

A few weights and prices of other diamond rings:  
1/2 carat . . . \$31.00 1 1/2 carats . . . \$217.00  
3/4 carat . . . 50.00 2 carats . . . 620.00  
1 carat . . . 73.00 3 carats . . . 930.00

Money refunded if these diamonds can be purchased elsewhere for less than one-third more. If desired, rings will be sent to your bank or any Express Co., with privilege of examination. Our diamond guarantee for full value for all time goes with every purchase.

WRITE TODAY FOR THIS VALUABLE CATALOG FREE ON "HOW TO BUY DIAMONDS"  
This book is beautifully illustrated. Tells how to judge, select and buy diamonds. Tells how they mine, cut and market diamonds. This book, showing weights, sizes, prices and qualities of a Million Dollars' worth of Diamonds, is considered an authority.

**Jason Weiler & Sons**  
351 Washington Street, Boston, Mass.  
Diamond Importers Since 1870  
Foreign Agencies: Amsterdam and Paris

## An Easy Squeeze

With a **CORCO** Bottle Capper  
Puts metal crown caps on any size standard beverage bottle. No adjustment. Always ready. Mechanically perfect. Positive seal. Your beverages will keep if capped with a CORCO. Nickel plated—weight 10 ounces.

If your dealer can't supply you, send us his name and \$2.50 and a CORCO Capper will be sent direct to you, postage prepaid.  
**Corco Manufacturing Co.**  
1062 McCormick Bldg., Dept. 948, Chicago

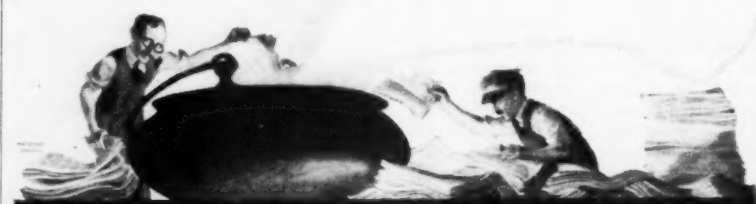
## STAMMERING

Benjamin Nathaniel Bogue, who stammered himself for twenty years so badly he could hardly talk, originator of The Bogue Unit Method for Restoring Perfect Speech and Founder of The Bogue Institute for Stammerers and Stutterers (Founded 1901), an institution with national patronage strongly endorsed by the medical profession, has written a 288 page book, telling how he corrected his stammering. Contains definite and authoritative information. Sent anywhere to readers of Leslie's Weekly for 25 cents coin or stamps to cover postage and mailing. Address: **BENJAMIN BOGUE, President**  
4149 Bogue Building, Indianapolis, Indiana

**Cuticura Talcum**  
—Fascinatingly Fragrant—  
**Always Healthful**  
Sample free of Cuticura Laboratories, Dept. 7, Malden, Mass. Everywhere Else.

The success of this manufacturer may induce some other concerns to announce small reductions, although we firmly believe that the new price reduction wave, so far as it affects the automobile industry, has reached its crest, and that we will find no more material lessening of costs during the remainder of the winter.

In fact, there is the possibility that the prices of some cars will be increased to meet the lower efficiency of labor. Of those manufacturers to which we have already referred who positively announced that their prices could not be reduced this year, we have already stated that 19 per cent. intimated that increases would doubtless be necessary during the next six months. In fact, the key to the situation lies in the hands of Labor, whose productivity and efficiency per dollar spent in wages must increase if conditions are to return to normal. Higher wages with lessened production do not combine to make possible price reductions in any commodity. As soon, however, as Labor will co-operate with the manufacturer and see that it



## THE MELTING-POT

U. S. ATTORNEY GALLAGHER said that he had been informed that one hotel here was charging \$1.70 for two whole tomatoes with skins removed.—Boston dispatch.

Even in profiteering, Boston aims to be the Hub of the Universe.

The news that the Red army's delegation of twelve men, sent to Moscow demanding that peace be concluded, was shot caused great indignation and assisted considerably in the Polish victory at the Neimen River.—Rural special.

Soviet soldiers, evidently, don't like to be killed both coming and going.

Edward Hardy, the youngest freshman in the history of the university, a prodigy of twelve, speaking twelve languages, has been admitted to Columbia University.—Herald item.

And yet prodigy statistics show he probably has not one chance in ten thousand of being elected President of the United States.

According to tax returns, \$22,700,000,000 was spent on luxuries in this country last year. This includes automobiles, \$2,000,000,000; candy, \$1,000,000,000; cigarettes, \$800,000,000; cigars, \$500,000,000; luxurious services, \$3,000,000,000; luxurious foods, \$5,000,000,000; joy-riding, resorts, and races, \$3,000,000,000.—Newspaper special.

Kill-joy mathematicians like nothing better than to figure down to base dollars and cents the cost of an invaluable good time.

The United States is now the world's largest coal exporter.—National City Bank of New York.

And yet we seem to hear occasional complaint that coal for domestic use is scarce and dear.

No social equality for me. No sane-thinking Negro wants it. Too many silk shirts and too much good times are the causes of racial unrest.—David T. Howard, a rich Negro of Atlanta.

This Negro's good sense goes far to prove he is a white man's equal.

The police have arrested two former Government officials in high standing in connection with alleged fraud concerning export and import permits involving nearly 50,000,000 marks.—N. Y. Times Berlin special.

German thoroughness and efficiency sometimes run on the wrong track.

Two Germans arrested near the home of the ex-Kaiser were taken to the German frontier and warned not to return to Holland.—N. Y. Times Doorn special.

The Dutch seem determined to escape

delivers an honest day's work for an honest day's pay; prices can be reduced to a point closely approaching the pre-war level of 1917. Even now, average prices of automobiles are from 30 per cent. to 50 per cent. above the costs of those days of blessed memory, and economists tell us that they cannot be again reached for years to come, if at all.

Conditions in the truck field are not quite so aggravated. There may have been a slight decrease in the purchase of trucks, but we must remember that this is a transportation age, and that the movement of merchandise and passengers enters into the daily, and even hourly, life of every one of our 105,000,000 inhabitants. Even the best-made trucks will wear out, and whoever defers buying now is only postponing the day when his transportation equipment must be thoroughly renewed. Such buying is, therefore, cumulative, and the wise truck manufacturer is producing today to be able to fulfill the demand which he knows must come tomorrow.

the fate of Belgium and will not allow the Germans to overrun their land.

The police have received a letter from two men living in Antwerp, Belgium, asking whether the New York policeman's night stick is made of ivory or rubber.—Newspaper item.

The sticks are of wood, but some of the people on whom they are used may be ivory-headed or rubber-necked.

In Louisiana it was found when the alligators were killed off the muskrats multiplied and destroyed the levees; also the cotton-mouth moccasin, the garfish and the carp increased wonderfully. Whereupon protection was given to the alligators.—Charleston News & Courier.

Evidently it is an ill reptile that doesn't do some good.

The employees now demand control in the management in all the banks of Italy.—Rome dispatch.

The Bolsheviks in Russia acquired control of the banks, but it wasn't good for the institutions or their depositors.

Scattered throughout the cotton belt are piles of rotting stuff which was purchased by the War Department at a cost of millions of dollars during the war for use in the manufacture of munitions, and which have been abandoned.—N. Y. Herald.

Waste like this looks worse than even profiteering.

Five old-style warships and twenty-five miscellaneous vessels are to be offered for sale by the navy.—Washington dispatch.

A mild example for other nations of the beginning of naval disarmament.

Paderewski may never again play on a piano. The nervous worry due to affairs in Poland has incapacitated him from playing.—Herald Paris special.

To music-lovers this will seem one of the direst consequences of the World War.

Rev. Wallace B. Kelly of the Keesville (N. Y.) Episcopal Church has laid aside his frock coat to become proprietor of a wayside tavern, with a dance hall and dining room. His pay as preacher was small.—Herald Syracuse special.

Only one more proof that preachers' salaries have lacked inflation.

An automobile hearse containing fifty gallons of illicit whiskey was seized at the Cortland Street ferry, New York.—Newspaper item.

This peculiar use of a time-honored and solemn vehicle has of late become so frequent that it is getting on the nerves of the Drys.



## FOX'S "F.P." PUTTEES

There's no smarter leg covering for the sportsman than Fox's Spiral Puttees. They are made of the finest English wool, in curved form, to fit the leg in flat, neat spirals. They will not fray and ravel at the edges, are waterproof and much more comfortable than leather or canvas. Colors—khaki, forest green, cadet blue.

The genuine Fox's—the puttees of the world—have a small brand tag with the name and the letter R or L for right or left, on each puttee. If your dealer hasn't them we'll supply you direct.

Regulation Heavy Weight . . . \$4.00  
Extra Fine Light Weight . . . \$4.50  
Extra Fine Light Shade . . . \$5.00

**The Manley-Johnson Corporation**  
Dept. 6  
260 W. Broadway, New York City

## BE AN EXPERT

**Auto and Tractor Mechanic**  
Earn \$100 to \$400 a Month  
Young man, are you mechanically inclined? Come to the Sweeney School. Learn to be an expert. I teach with tools not books. Do the work yourself, that's the secret of the **SWEENEY SYSTEM** of practical training by which 5,000 soldiers were trained for U. S. Government and over 20,000 expert mechanics. Learn in a few weeks; no previous experience necessary.

**FREE** Write today for illustrated free catalog showing hundreds of pictures men working in new Million Dollar Trade School.

**LEARN A TRADE**  
**Sweeney**  
SCHOOL OF AUTO-TRACTOR-AVIATION  
51 SWEENEY BLDG. KANSAS CITY, MO.

## WALL-NUTS

By JAMES MONTGOMERY FLAGG



This clever picture, in full colors, 11x14, mounted on heavy mat, ready for the frame, sent prepaid for twenty-five cents.

## JUDGE ART PRINT

225 Fifth Avenue New York City

## SEXUAL KNOWLEDGE

320 Pages—Illustrated—Cloth  
By Winfield Scott Hall, M.D., Ph.D.  
**SEX FACTS MADE PLAIN**

What every young man and Every young woman should know  
What every young husband and Every young wife should know  
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Table contents & commendations on request  
\$1.00 Postpaid Mailed in plain wrapper  
**AMERICAN PUB. CO., 1108 Winston Bldg., Philadelphia**

## WHOLESALE PRICES ON TYPEWRITERS

Save money—Take advantage of this unusual bargain. \$5.00 down puts a machine in your office. Standard guarantee—All makes. Special prices direct to you. Supply limited—act quick.

**International Typewriter Exchange**  
177 N. State St., Dept. A. Chicago, Ill.



## When the Door Opened

(Continued from page 613)

every woman who goes bad is lured by a man, and should be shielded from punishment. As I say, his mind was very definite. He was going to kill them both.

"In the upper hall there was a light, and the door of the woman's room was slightly ajar. The man paused there for barely an instant, and in that instant the strange thing happened. Something cool and soft touched the back of the clenched hand that hung at his side. He looked down. It was his dog, gentlemen. Yes, the cold, caressing muzzle of his dog against the back of his hand. And the dog's eyes were looking straight up into his—big, deep, talking eyes that had in them a look of understanding. Laugh if you will, gentlemen—it is your privilege!—but that dog *knew*. He knew what was happening, and he must have known what was in the man's mind, for he kept looking and looking and looking until the man's knotted fingers grew limp and something cool swept over the fire in his brain. Gentlemen, that dog's eyes brought the man back into reason. He went into the room, and the dog went with him; and when they came out again the woman and the other man were left alive, and together the dog and master walked out into the storm and left that 'home' forever. And the strangest thing of all is this: The man had never made much of a pal of the dog. It had been more the woman's dog than the man's. Anderson, do you think this man did right?"

Anderson drew in a deep breath, and straightened himself.

"As a man of the Law, I would say that he did."

"To perdition with your law," exploded Carrigan, clenching his fists. "The man was a fool. He should have killed them both, even if he hung for it afterward. The law is a poor apology for justice—sometimes."

Fleming was smiling.

"Perhaps I asked the question a bit too early," he said. "But I agree with Carrigan—the man was a fool. Not that he was saved from committing murder, but because of what happened afterward. Anyway, he doesn't matter much. I am telling his story only that you may know the story of the dog. He followed his master. Instinct, if you're too full of ego to call it reason, made him understand the situation. He knew that something was wrong, and the love of fairness and justice that's a part of every dog made him follow at his master's heels out into the storm. He might have remained with the woman—in warmth and comfort. But he didn't. He went out into a beating rain and a roaring wind that nearly swept the man off his feet. And the man scarcely noticed him. But it made no difference. The dog followed. The man found shelter for the night with a bachelor friend. The dog waited outside all through that night of rain and wind. When morning came he was waiting on the step for his master. No, he didn't go home. I tell you he knew that Grenfell, his master, needed him. He sensed it in some mysterious and indefinable way, just as a dog will sense the approach of death when it is yet some distance off."

"That was the beginning—really—of the dog's story. I don't suppose either of you know what it means to go utterly and entirely to pieces—like a broken cup. That's what Grenfell did, and right there is where he fell below the level of his dog. Grenfell, after that moment of strength before his wife's door, proved himself a pitiable weakling. And yet I hold it was not so much his strength as the dog's soul that prevented murder. Anyway, Grenfell slowly but surely disintegrated. You've got to call it that. He ran away from his job, from the divorce that followed, and from his friends. Contemptible, I say,

Contemptible—unless the crashing down of his world did something inside his head, which I'm charitable enough to believe. And the dog went with him. They began to wander—and after that were always wandering. The first months were most horrible to Grenfell; the sickness in his head, if it was that sickness, was worse then. It was during those months that the dog put up his biggest fight. I'm coming to the thing at last, gentlemen. It will startle you. Possibly you will not believe. But it is true. Within a year after he went home that night in the storm Grenfell was a tramp!"

Fleming paused in a sudden lull of the wind over the cabin roof. He looked down, and the old dog's eyes were on his face.

"A tramp," he repeated, smiling faintly. "Not a hobo or a wandering vagrant, you understand—but a *tramp*. A drifter, a nomad of the country roads and villages—for he shunned the cities. He worked just enough—usually for the farmers—to keep clothes on his back and food in his stomach. His pride, you see, was gone. In another year he would have been down. Do you understand what I mean? He would have been a vagrant then. But the dog was putting up a splendid fight for his master. Grenfell could destroy himself, but he couldn't make a hobo of the dog. There were blood and breed and a soul that wouldn't warp in that collie. He went hungry. He was sick and footsore. He fought strange dogs and was covered with wounds, but not for a moment did a yellow streak show in him. He might have found a thousand comfortable homes, for there were many who wanted him, and many who tried to lure him from his master. Twice he was stolen, and both times he escaped and overtook his drifting master on the hot and dusty roads. A fool, you say? No, he wasn't that. He was *true*. He was following Grenfell as a dog will follow and watch a little child placed in its keeping. To starve, to fight, to suffer in that duty was his triumph. And Grenfell, in what was left of his human soul, saw the naked truth at last."

He knew he was gone—and he loved the dog. So he watched his chance, and one day he gave him to a wealthy farmer who had several children and a beautiful home, and told him to keep the dog tied up for a week. When Grenfell got away he flung himself down in the shade of a tree and cried like a baby. He believed he had done what was right. It was three nights later, I think—in the early autumn—and Grenfell was sleeping in the open. Two or three times he woke to listen to the sighing of the wind in a clump of pines, and that wail of coming winter, and the loneliness of it all, put the thought of death in his heart. You see, I'm not trying to cover his weakness and his shame. I don't know what might have happened a little later. But the dog was following Grenfell's trail that night. When he opened his eyes in the morning, it was because the collie was there—caressing his face with his tongue. You draw a deep breath, Carrigan? Is it because you disbelieve? No? I'm glad of that. I am satisfied if you call it simply brute devotion. The bigger thing I won't ask you to believe. But Grenfell ought to know, and Grenfell says that when he sat up, and saw the dog there, thinned by hunger and hard travel, his eyes glowing that undying comradeship—*something happened*. Yes, it happened then and there, and Grenfell got up on his feet—*once more a man!*

"And in that hour I believe the dog saw the change, too, for he flattened himself out and barked as he hadn't barked since they left the old home. Of course, it may have been because of Grenfell's changed point of view. It may be that his head cleared all at once of that 'sickness' that was in it. I say it *may be*. Personally, I

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believe it was the soul of the dog triumphing over the malady of the man—loyalty, faith, strength and courage. From that hour the man's upstride began. Slowly he began to reconstruct himself and make new measurements. He found very soon that he would never go back to the old things. He shuddered at the thought of returning to the city and its crowds. His wanderlust experience had put in him the germ of a new desire—the desire for something aggressively physical. So he turned north. On the Upper Shore of Lake Superior, in the Thunder Bay country, he had a friend in the lumber business. He blew in on him one day, with the dog. That winter he worked in a lumber camp. His bunkie was his dog.

FLEMING paused in his narration and relighted his pipe.

"Have I proved my point?" he asked.

"It is unsatisfactory," said Carrigan.

"Go on. There is more. You must finish."

"Perhaps Grenfell would prefer to have the story told to the end—it may be he would," resumed Fleming slowly. He leaned over and laid a hand on The Prince's head. "Would he, Boy?" he asked. "Would he tell—it all?"

The old dog's tail thumped the floor, and Fleming laughed softly.

"The Prince agrees with you, Carrigan—and The Prince ought to know. So I'll tell what happened after that. Of course you wouldn't have known Grenfell at the end of that winter. All the doctors in the world couldn't have done for him what Nature and an axe accomplished during those months. He was splendid physically. His mind was clear. He was like a man standing on a high hill looking down into a valley. He could see from what he had escaped—and also what he had missed all his life. Thoughts of his old home cooped up like a bird cage among half a million other bird cages no longer overwhelmed him with an appalling sense of loneliness. But he couldn't forget the woman. Therein he knew his danger lay. For a woman is a part of a man's heart just as surely as the blood that runs through it. All his life Grenfell had believed that, and because of it there was the one wound which it was impossible for him to heal. It was as if a part of his soul had been closed up within him, and the door locked. Don't think for a moment that he was grieving for the woman who had been his wife. It wasn't that. Quite clearly he saw how contemptible she was. It was the bigger thing he had lost—the breaking down of his ideal, and not the flesh. You may think all this is irrelevant, but I assure you that it is necessary for a better understanding of Grenfell. He spent another summer and a second winter in the camps, and then the humor came upon him to strike the more northern trails. He hit westward and up the Mackenzie half way to the Arctic. He crossed along the edge of the Barrens to Hudson's Bay, and in February of the third winter—the thing happened.

"You, Carrigan, must remember that winter. It was terrible. Sixty degrees below zero for weeks at a time, and with that intense cold—the smallpox. You know how the plague left its trails of death from Hudson's Bay to the country of the Athabasca, and from the Reindeer waterways to the Barrens. And you know that in February of that year came the first break in the horrible cold. Grenfell was at York Factory, and he wanted to reach Le Pas. So he started out—alone. I say 'alone,' but that always includes the dog. They were inseparable. All through January, when neither dog nor man could live on the trails, Grenfell had divided his rations with The Prince. He would have done that to the last half bannock. And I believe the dog, if it had come to a final test, would have refused his share that the man might eat. They were that close, you understand.

"And then it came—all at once. Five days from York Factory, in the heart of

the Snowbird country, Grenfell was stricken with the plague. The first day of sickness he staggered on instead of building himself a camp in which to die. And the second day, too. It was lucky. He was about ready to lie down and give up the ghost when he came out into a clearing in which was the cabin of Henri Delesse. But Grenfell, though he was hot in the fever, had not lost his reason. He saw there was no flag over the cabin. It had escaped the plague, and a new sort of horror filled him. You see, he was Death. He realized it. With him he bore the most terrible of all afflictions, and I think that there in the edge of the clearing his soul rose to the great sacrifice which made him at last the equal of his dog. He turned back. He fought himself away from the cabin, and I believe his martyrdom would have succeeded, had he not fallen. It was at that moment the cabin door opened and a girl came out. She saw him. She ran to him quickly. Grenfell will never forget those swift seconds, just before he slipped over the border between delirium and unconsciousness. A pair of great dark eyes were glowing into his. He heard a voice and felt the touch of her hands. He tried to expostulate. He fought to warn her away. And then a man came running to them, and as his brain swam dizzily he heard the girl say:

"C'est le Mort Rouge, Mon Père! The plague! And he is dying—"

"And then Grenfell felt himself lifted in their arms, and they carried him into the cabin, gentlemen, and nursed him back to life. Once upon a time—somewhere—there was a Good Samaritan. I do not think his deed was greater than that."

THE fox-breeder leaned over again and stroked The Prince's head. Carrigan, did not move. Anderson waited. For a few moments there was silence in Fleming's cabin, broken by the crackle of the birch fire and the sighing of the wind.

And then Fleming said:

"Her name was Papeeta. It was a Sarcee name, meaning—as near as Grenfell was ever to translate it—'Laughter.' Henri Delesse was a half-breed, and he had married a Cree woman, Papeeta's mother, who was now dead. That is, she was registered at the posts as a Cree, but there were mixed bloods in her. You, Carrigan, know what that came about. When the French adventurers began swarming up from Montreal more than two hundred years ago, bringing with them some of the best blood in France, they inter-married with the Crees, and the French-Cree half-breed was born; and so it was with the English, working southward from York Factory, and the English-Cree half-breed was born. And half-breed met half-breed, and inter-married, until in this race of our North today an Indian tepee or a trapper's cabin may shelter the blood of men and women who ruled kingdoms and wore coronets across the seas, for those first adventurers were gentlemen of the first families, and came with lace at their sleeves and rapiers at their sides. Prince Rupert was one, and it was Grenfell's humor to think of Papeeta as coming down through the centuries with the blood of a white princess in her veins. The Cree girl's voice is the softest, sweetest voice in the world—and Papeeta's was like that. Her eyes must have come from her white ancestry, and her hair—it was magnificent! She wore it in two splendid braids, and when undone it smothered her below the hips, fine and silken as the hair of any queen that ever sat on the throne of France. She had been to a missionary's school for two years, over at God's Lake. She was nineteen, this lovely wild bird of the forests. And Grenfell had reached the appalling age of forty. In spite of that—I speak it as I would whisper a benediction, gentlemen—Papeeta loved him."

A gentle smile played for an instant about Fleming's mouth, and he looked toward a window against which the wind was beating.

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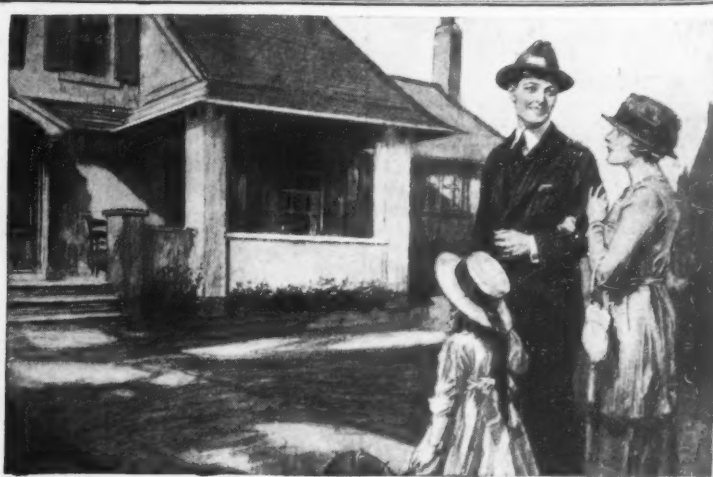
"Perhaps you will not be able to understand the position that Grenfell was in," he went on. "He had fought a tremendous fight and he had won. That is, the dog had won. But a horrible scar was left. His belief and much of his faith were gone. He tried to argue out with himself the matter of Papeeta's environment. Physically he was attracted to her—tremendously. But he was always asking himself what would happen with her under a certain set of circumstances. He would have asked those same questions of any woman, now that he had lost faith. You see he was unfair and childishly silly. But the poison of his wound was strong in him—like the antitoxin we use to keep away the plague these days. Of course he told Papeeta what had happened down there with the other woman. And personally, knowing the story as I do, I am sure that Papeeta understood from the first the poison that was in him. Spring came, and Grenfell was still at Henri Delesse's cabin. What followed was inevitable—the warm days, the flowers, the sweet smells of the growing earth, the singing wilderness, and Papeeta—I say it was inevitable! I think she saw when the thing began to crumble within him, for she grew lovelier with each sun that rose in the skies, her voice was sweeter, her laughter was like music, and her soul rose up in her eyes for Grenfell to see. Or was it because of the change in Grenfell? Perhaps. One day she was running from him like a deer in the forest. Grenfell was almost boyish in his pursuit. When he caught up with her Papeeta's glorious hair was loose about her in the sunshine and she was sobbing, and her arms and hair were about him, and Grenfell—"

FLEMING rose suddenly to his feet. His hands were clenched as he made a pretense of stirring the fire, and under his breath he said something that his listeners did not quite hear.

"Grenfell was more than a fool," he said, returning. "He was a beast. He was almost—bad. Yes, that's the word. For a week after that first time he smothered Papeeta in his arms he was in paradise. He forgot that he was forty and Papeeta was nineteen. She loved him. No woman in the world ever loved a man more truly than Papeeta loved Grenfell. I think she would have considered it a pleasure and a privilege to have sacrificed her life for him. They were like two children. She sang to him the songs of her people. When they walked together it was hand in hand. He twined flowers in her hair, and covered it with kisses. And all that time, mind you, he said not a word of making Papeeta his wife. Papeeta took that for granted. She called him Sakheawin! It was her name for him, and when she spoke it the sweet low note of its exultation must have come direct from the shrine she had built for him in her soul. Sakheawin! My man, my lover, my all—everything in the world for me! And each night she offered up a prayer of joyous gratitude before the little ivory cross in her room. Yes, he was a beast—this man Grenfell. The plague should have taken him. For a sweeter love than that which was his never existed in this world. Never.

"It was in the middle of night, at the end of that week of paradise, that Grenfell began to think. What he was pleased to call his 'conscience' rose up and smote him, and he argued mightily with himself. He had yielded to a physical temptation. That was the song he repeated over and over again in his thick head. He had fallen a victim to the lure of Papeeta's beauty and her sweet ways. You see, he fought with himself to eliminate the idea of Papeeta's overwhelming love for him. Marriage? It struck him as incongruous and impossible. Therefore he had been unfair to Papeeta, and he began to sweat. Although his line of argument was entirely wrong, you will concede this was an outcropping of honor in him. He had gained, in his

(Continued on page 634)



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| <input type="checkbox"/> Electric Wiring            | <input type="checkbox"/> Window Trimmer          |
| <input type="checkbox"/> Telegraph Engineer         | <input type="checkbox"/> Show Card Writer        |
| <input type="checkbox"/> Telephone Work             | <input type="checkbox"/> Sign Painter            |
| <input type="checkbox"/> MECHANICAL ENGINEER        | <input type="checkbox"/> Railroad Trainman       |
| <input type="checkbox"/> Mechanical Draftsman       | <input type="checkbox"/> ILLUSTRATING            |
| <input type="checkbox"/> Machine Shop Practice      | <input type="checkbox"/> Cartooning              |
| <input type="checkbox"/> Toolmaker                  | <input type="checkbox"/> BUSINESS MANAGEMENT     |
| <input type="checkbox"/> Gas Engine Operating       | <input type="checkbox"/> Private Secretary       |
| <input type="checkbox"/> CIVIL ENGINEER             | <input type="checkbox"/> BOOKKEEPER              |
| <input type="checkbox"/> Surveying and Mapping      | <input type="checkbox"/> Stenographer and Typist |
| <input type="checkbox"/> MINE FOREMAN or ENGINEER   | <input type="checkbox"/> Cert. Pub. Accountant   |
| <input type="checkbox"/> STATIONARY ENGINEER        | <input type="checkbox"/> TRAFFIC MANAGER         |
| <input type="checkbox"/> Marine Engineer            | <input type="checkbox"/> Railway Accountant      |
| <input type="checkbox"/> Ship Draftsman             | <input type="checkbox"/> Commercial Law          |
| <input type="checkbox"/> ARCHITECT                  | <input type="checkbox"/> GOOD ENGLISH            |
| <input type="checkbox"/> Contractor and Builder     | <input type="checkbox"/> Teacher                 |
| <input type="checkbox"/> Bricklayer and Plumber     | <input type="checkbox"/> Common School Subjects  |
| <input type="checkbox"/> Concrete Builder           | <input type="checkbox"/> Mathematics             |
| <input type="checkbox"/> Structural Engineer        | <input type="checkbox"/> CIVIL SERVICE           |
| <input type="checkbox"/> PLUMBING AND HEATING       | <input type="checkbox"/> Railway Mail Clerk      |
| <input type="checkbox"/> Sheet Metal Worker         | <input type="checkbox"/> AUTOMOBILE OPERATOR     |
| <input type="checkbox"/> Tuxedo Overseer or Supt.   | <input type="checkbox"/> Auto Repairing          |
| <input type="checkbox"/> CHEMIST                    | <input type="checkbox"/> AGRICULTURE             |
| <input type="checkbox"/> Navigation                 | <input type="checkbox"/> French                  |
|   | <input type="checkbox"/> Spanish                 |
|   | <input type="checkbox"/> Italian                 |

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City \_\_\_\_\_ State \_\_\_\_\_

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# JASPER'S HINTS



## TO INVESTORS

NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their weekly and to answers to inquiries on financial questions and, in emergencies, to answers by telegraph. Preferred subscribers must remit \$7 directly to the office of LESLIE'S in New York, and not through any subscription agency. No charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed. All inquiries should be addressed to "Jasper," Financial Editor, LESLIE'S WEEKLY, 225 Fifth Avenue, New York. Full name and exact street address, or number of postoffice box, should always be given. Anonymous communications will not be answered. The privileges of this department are not extended to members of clubs who are not individual subscribers.

**T**HE country is rapidly returning to soberer, saner, and nearer-normal conditions. Evidences of this are multiplying. Prices of products of all descriptions are on the decline. Wheat, corn, sugar, wool, cotton, steel, leather, clothing, automobiles, building materials, and other things, can be purchased now at appreciably lower prices than a few months ago. The fall in value of forty-eight selected products was greater in September than in any other month since the armistice, and October witnessed a continuance of the decline. Hoarding of necessities for purposes of speculation is becoming less and less profitable, and in time the incomes of consumers will be more adequate to the cost of living.

Hosts of persons will rejoice over this, but there is a darker side to the picture. Dullness in business has been caused at many points by the progress of deflation. Textile and other concerns are restricting or suspending operations, and the railways have been laying off men by the thousands, owing to a slump in freight traffic. Along certain lines business has temporarily suffered a setback from which it may not fully recover until the shrinking process has become general.

There will, of course, be attempts by various producers to check declines and bull the prices of their products. Workmen, too, in places will resist even to the length of striking the cutting down of their pay. But the great economic law of supply and demand, however much its workings may be artificially modified, always asserts itself in the end. The public insists on low prices; it refuses to buy if it cannot have them, and the reason why it doesn't have them is the clinging of sellers to excessive profits and of workers to the high scale of wages. But all things will eventually be equalized, and then we shall get on a more solid footing than we have been during the recent feverish years.

The chief item in the outlay for production is cost of labor, and the fact that prices of goods are coming down portends a like happening to wages. Samuel Gompers has declared that labor will not give up anything it has won during the war. But if manufacturers and other employers are going to receive less per unit for the outputs of their plants they will need to reduce the expense of production. Either wages must be trimmed or the efficiency of the workers must be markedly increased. There are signs that labor has begun to apprehend and to bow to the situation. From industrial establishments and railroad lines come reports that more and better work per man is being done. In some instances employees have accepted lower wages rather than have factories close because orders could not be filled at prevailing figures. Labor dismissed at 50 cents an hour has lately accepted 35 cents in preference to idleness. This is as

it must be. And there is an offset of importance. Decreased cost of production will bring cheaper articles to the workers themselves as well as to all other consumers.

There are optimists who believe that deflation has already run its course in some commodities. They anticipate that the lower cost of materials and the scaling down of wages, when these become universal, will react to the benefit of business and that then the United States will prosper as never before. Without doubt the enterprise and genius of our captains of industry are minimizing the adverse influences of deflation. There is a ground swell of prosperity in this great and resourceful country that cannot be suppressed by transient drawbacks. It will make itself felt irresistibly in due season.

That is most assuring to the investor and the speculator. The securities issued by the stronger and more successful corporations appear to have largely discounted future circumstances, and while they are likely to maintain their dividends, they are promising purchases today for long-pull profit also.

**F., REED CITY, MICH.:** The Liquid Carbonic Co. appears to be prospering. It pays 7 per cent. on preferred and 6 per cent. on common. Its 8 per cent. bonds, therefore, seem reasonably safe.

**V., ANDERSON, S. CAR.:** American Chic company is a dividend payer and a fair business man's purchase. Argentine 4's and City of Tokio 5's are regarded as reasonably safe and as likely to be redeemed at maturity.

**B., ADA., OKLA.:** Whether Katy preferred or common will be a desirable purchase after an assessment has been paid depends on the nature of the reorganization, the amount of fixed charges and the outlook for earnings. Sometimes stocks that have been assessed sell lower than before.

**K., GRAFTON, W. VA.:** It would not be a bad plan to exchange B. & O. common for White Motors. White is one of the best stocks in its class and is paying \$4. B. & O. common should some day recover much of its loss under the favoring influence of the present railroad law, but that may take time.

**H., COLUMBUS, OHIO:** There are already more than 80,000,000,000 marks of German paper money in circulation. The country's current budget shows a deficit of 67,000,000,000 marks. The official presses are printing paper money in great quantities. If this keeps up the mark will become only a mere scrap of paper.

**W., SEWICKLEY, PA.:** The Chicago Railway's first 5's of 1927 seem reasonably safe, but the company's surplus at the end of 1919 was small. It might be well to dispose of your French Government 4's and to put the proceeds into American bonds. More stable and attractive bonds than Allied Packers 6's are St. Louis & San Fran. adjustment 6's, the interest on which is cumulative.

**B., PITTSBURG, PA.:** There are few industrial stocks equal in merit to Westinghouse Electric. The management of the company is of the best. What dividends may be paid in the future I cannot foresee. There seems to be a fairly good chance for speculation in Minneapolis & St. Louis R. R. stock. It is believed in some quarters that the road will be merged with Rock Island, but there is no certainty of that.

**P., ARLINGTON, MASS.:** The market action of International Mercantile Marine preferred stock indicates a growing belief that earnings will not permit further payments on preferred dividend arrears though possibly the regular dividend of 6 per cent. may be maintained. The coal properties in which the Ontario & Western Railroad is substantially interested furnish 2,500,000 tons of freight annually. The road should be beneficially affected by the rise in passenger and freight rates but to what

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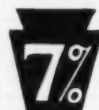
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"FACING THE FACTS" gives a fact and statistical picture of Miami and a few of the reasons which make our first mortgages on real estate in this city investments of the first grade. Write for Booklet No. 111 and current list of mortgage investments.

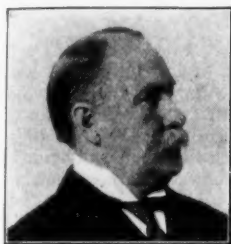
G. L. MILLER & COMPANY, MIAMI, FLA.

### Under this Heading

#### "Free Booklets for Investors"

on page 633 you will find a descriptive list of booklets and circulars of information which will be of great value in arranging your investments to produce maximum yield with safety. A number of them are prepared especially for the smaller investor and the "beginner in investing."





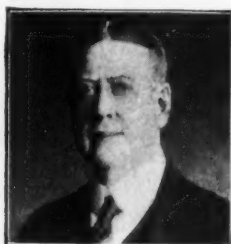
Sir John Aird

General Manager of the Canadian Bank of Commerce, Toronto, Ont., one of Canada's strongest financial institutions; vice-president of the Canadian Bankers' Association, and also vice-president of the American Bankers' Association.



W. J. Watson

President of the First National Bank of Pittsburg, Kans., one of the busiest and most thriving cities in the Sunflower State. Mr. Watson is widely known in that region and highly esteemed both as successful financier and as citizen.



J. Clarke Mitchell

President of the Denver National Bank, one of the most prosperous financial institutions of the West, with deposits aggregating more than \$25,000,000. Mr. Mitchell is public-spirited and a man of much influence in his section.

extent has not yet been made known. I would not call the stock "a good buy," but a fair speculation. Midvale Steel, paying \$4 a year, looks like a desirable purchase at present price.

V. NEW YORK: The New York, Westchester & Boston Railway has an outstanding issue of stock of \$5,005,230, of which the New York, New Haven & Hartford owns \$4,084,987. There is no preferred stock. The bonded debt of the company is limited to \$21,300,000 first gold 4 1/2's. The bonds were issued June 1, 1911. Interest has been paid ever since. The bonds are guaranteed principal and interest by the New York, New Haven & Hartford. The road's earnings show a deficit ever since 1912. The New Haven road is not a very strong, though it may be a safe guarantor of these bonds. I would prefer the issue of a company which is able to pay its own interest. At the current price the bonds make a liberal yield.

H. CUERO, TEXAS. Preferred stocks bearing 8 per cent. and well regarded include U. S. Rubber 1st pfd. and Betn. Steel 8 per cent. pfd. These sell above par. Preferred stocks making an 8 per cent. yield, or over, on market price include C. C. & St. L. preferred, General Motors 7 per cent. debts, Kansas City Southern pfd., and International Paper pfd., stamped. Pierce Arrow pfd., and Pierce Oil pfd., each paying 8 per cent. and selling below par, are still somewhat speculative. Willys-Overland pfd., Famous Players pfd., and Kelly Springfield 8 per cent. pfd. seem likely to maintain dividends in spite of recent doubts regarding them. If you have a profit on Anaconda it might be well to dispose of it. The outlook for copper stocks at present is not bright.

M. UPPER MAUCH CHUNG, PA.: I do not consider Bethlehem Motors a "good speculation," but a poor gamble. Studebaker common looks like a good purchase, as it is asserted that the dividend will be maintained. Industrial Alcohol, paying 8 per cent., is an attractive business man's investment. The same is true of U. S. Rubber common. General Motors common is well regarded. It is making a fair yield on market price. Middle States Oil is a dividend payer with its capital perhaps too much extended. Officials claim that the dividend can be continued. Sterling issues which you might consider are American Woolen pfd., Corn Products pfd. Union Pacific com. and pfd. Atchison com. and pfd., Southern Pacific, Great Northern pfd., and Northern Pacific.

New York, November 6, 1920

JASPER.

### Free Booklets for Investors

Wherever one lives he may do banking by mail with the strong and responsible Citizens' Savings & Trust Company, of Cleveland, Ohio. The company pays 4 per cent. on deposits. How easy and convenient it is to do business with it is disclosed in explanatory booklet L, sent to any applicant.

Dunham & Co., 43 Exchange Place, New York, issue a helpful publication, "Dunham's Investment Digest," which appears every fortnight. It analyzes stocks, gives the latest news, and expert opinion, and aids the reader to buy securities with intelligence. A copy of this Digest will be sent to any applicant asking for 90-DD.

The matter of averaging purchases of securities is sometimes exceedingly important. How to make averaging pay is told in the booklet, "Five Successful Methods of Operating in the Stock Market," written by an expert and published by Sexsmith & Co., 107 Liberty Street, New York. This booklet can be had by writing for D-3.

The new financial booklet published by S. W. Straus & Co., 150 Broadway, New York, and Straus Bldg., Chicago, showing how to secure safety for savings and the best interest rate consistent with safety, is worth the attention of every investor. The firm has been in business for thirty-eight years without loss to any customer. To obtain the firm's latest publication write for booklet K.

Real estate at Washington, D. C., has been growing more valuable since the war and mortgages secured by property there are highly esteemed. First mortgage notes secured by improved real estate and bearing 7 per cent. interest are being distributed by

Bradford & Co., Southern Building, Washington, D. C. Full information about these notes is given in booklet L-55, which the firm will mail to any address.

Owing to prevailing low prices, seasoned bonds and preferred stocks are yielding 8 per cent. to 10 per cent. Chances of a lifetime are offered. Those who desire to buy sound securities and pay for them with savings during a period of from one to two years should write to Charles H. Clarkson & Co., 66 Broadway, New York, Department LW-19 for their booklet "Thrill-Savings-Investment," and a sample copy of the "Investment News."

The National Bank of Commerce in New York employs its resources of over \$55,000,000 to provide credit for production, industry and commerce. It has financed many a successful undertaking for captains of industry and commerce, and is prepared to pursue its helpful and conservative policy in the case of many more. Planners of large enterprises will find it to their advantage to get into communication with this powerful financial institution.

The widely known Mercantile Trust Company of St. Louis, Mo., a member of the Federal Reserve System, serving over 100,000 patrons, with large resources, and a fine record, is extensively engaged in distribution of high-grade bonds. These can be ordered of the company by mail with full confidence. The bonds are in denominations from \$100 up, yield up to 8 per cent. and are unreservedly recommended the company, which will mail on request its list LB-112.

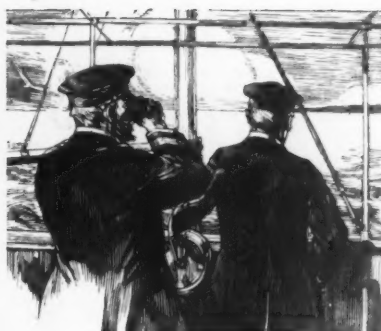
Prudence-Bonds, paying 6 per cent., backed by first mortgages on income-producing property and guaranteed as to interest and principal, are offered by the Realty Associates Investment Corporation, 31 Nassau Street, New York, and 162 Remsen Street, Brooklyn, in denominations of \$100, \$500, and \$1,000. The corporation pays the 4 per cent. normal Federal income tax. Buyers looking for a conservative investment should ask the corporation to send its booklet LE-78.

The great Pacific Northwest offers business opportunities without number. These include manufacturing, farming, fruit-growing, stock-raising, dairying, etc., etc. Those who are interested in the chances there would do well to consult some reliable institution familiar with the situation. The Ladd & Tilton Bank of Portland, Oregon, in business more than sixty years, is qualified to advise manufacturers, investors and others, and will mail to any applicant a valuable booklet, "Know Portland and the Northwest."

One of the attractive features of the Miller mortgage bonds is the fact that the 7 per cent. interest will be paid monthly to investors who desire it. On every \$1,000 invested \$5.83 will be mailed each month to the bondholder. This is made possible because mortgages are required to make advance monthly payments, both interest and principal. For complete details write for bank and investors references and for the booklet "Selecting Your Investments," to G. L. Miller & Co., Inc., 1045 Hurt Building, Atlanta, Ga.

The responsible firm of Hollister, White & Co., 50 Congress Street, Boston, 92 Cedar Street, New York, and North American Building, Philadelphia, is recommending an attractive combination of 8 per cent. preferred stocks of three old-established New England industrial corporations. Under this arrangement a purchaser receives a dividend check every month. The corporations issuing these stocks are sound and well-managed, with an excellent outlook. Complete details are given in descriptive folder L. W.-373, which may be obtained of Hollister, White & Co.

Babson's Reports have an enviable reputation for solid information and accuracy of forecast. They foretold the course of the stock market this year correctly many months ago. Babson's recent Bulletin gives the facts of the present situation and forecasts coming conditions. It is of great importance to investors anxious to get in on the next broad rise in stocks. This bulletin and a booklet, "Getting the Most for Your Money," will be sent to any investor asking for L-23, by the Babson Statistical Organization, Wellesley Hills, 82, Boston, Mass.



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is the leading feature in "The Happy Medium's" happiest number—November 13th

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"Yapp's Crossing," the pictorial scream by Johnny Gruelle.  
Digest of the World's Humor, the best fun from abroad.  
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Ceaselessly, we turn live animals into clean, wholesome, appetizing meat and valuable by-products. Night and day our refrigerator cars go up and down the land, delivering this meat in perfect condition wherever it is needed.

The public suffers very little from car shortages in the meat industry. We see to it that the meat gets through to you, in spite of obstacles and difficulties. Last spring, for instance, during the railroad tie-up, when our refrigerator cars could not

get into some big eastern cities, we hauled hundreds of truck-loads from miles outside, working day and night, and kept our distributing houses supplied.

Our plants do not close down, leaving people clamoring for meats. No live animals go to waste in the fields where they are raised, as fruits and vegetables often do. The scope and completeness of our organization and our direct marketing system, prevent such a loss of life's necessities.

This uninterrupted service is performed by Swift & Company at the least possible expense to you. Competition takes care of that, compelling efficiency, cutting down costs, holding down profits. During 1919, for instance, Swift & Company's profits from all sources averaged only a fraction of a cent a pound, amounting to less than a nickel a week in the meat bill of the average family.

## Swift & Company, U. S. A.

Founded 1868

A nation-wide organization owned by more than 35,000 shareholders



## When the Door Opened

(Concluded from page 631)

triumph over himself, a sort of false pride. Because he had passed through fire once, and had come out of it a victor, he believed that it was his special privilege to play the 'strong part'—which in this particular instance meant that he must ask Papeeta's forgiveness, and leave her. As often as the thought bobbed up that he might remain, and that Papeeta might make of this wilderness a paradise for him for all time, he immediately knocked it down. You understand, I am baring Grenfell as he was, without any apology—except that he thought he was doing right. He believed that he was master of himself where as a matter of fact he was the victim of a diseased reasoning for which, perhaps, he was not entirely accountable.

"If it were Grenfell's fortune to live a million years he could never forget what happened the next day. What he did was like striking down a beautiful bird—from life to death. Somewhere there is a bird with wonderful plumage, and the vivid coloring of this plumage fades away as the bird dies. It was so with Papeeta when Grenfell had finished telling her that he was going away and that some day—*perhaps*—he would come back. But though the warm soft color could be stricken from her face and the song of life from her slim beautiful body—the soul couldn't be driven from her eyes. Grenfell saw it there in its despair and agony, and it made him *lie*. Yes, he said that some day he probably *would* come back—but Papeeta knew. She didn't cry. She didn't protest. The beauty just seemed to fade away from her, leaving her wan and white and older there under his eyes. And not until he went did her lips speak, and then she whispered,

"Good bye, Sakheawin."

For a third time Fleming leaned over to place a hand on the head of The Prince.

"And there—again—it was the dog who was better than his master," he went on. "He worshiped Papeeta, and as it was a dog's love—it was honest. He followed his master sullenly and without spirit. All the first day as Grenfell drove his canoe southward the dog's muzzle was turned to the north. They stopped to camp that night twenty miles from Papeeta's cabin home. Grenfell did not sleep. No, all that night I don't think he closed his eyes in easy slumber for an hour. Something had begun to choke him—*inside*. And when he got out of his blankets in the morning the dog was gone. Grenfell went on—alone now. He tried to convince himself that he was glad the dog had gone back to Papeeta—tried to make himself believe that it would be a sort of recompense. And all the time that smothering thing inside of him was eating up his heart alive. The sun shone that day. It was wonderful. All the world was alive and the air was sweet. But I don't think that Grenfell noticed it. He traveled slowly. He made only fifteen miles, and camped a second night thirty-five miles from Papeeta's home.

"Will Grenfell ever forget the terrible emptiness of that night? Never—so long as he lives. He sat up beside a small fire

until midnight, trying to smoke. And then he went to bed, and dreamed. And the dream was of that first time—Papeeta laughing and panting in the cloud of her glorious hair, and then the joy of her in his arms, her lips to his, her arms about him, her breast throbbing against his heart. He felt it *all*. He saw it. He even smelled the sweet scent of her hair—and he sat up, sweating. It was dawn. About him the bush-birds were twittering. In the stream a trout splashed after a fly. In the east was a glow of crimson. And at his feet, gentlemen, lay *The Prince—his dog!*

"The dog was asleep. He was exhausted. He had traveled far, and Grenfell knew that he had only recently returned, for his coat was still wet with dew. And then—staring—he saw something. It was a packet tied about the dog's neck. Grenfell unfastened it. Even then the dog did not stir, he was so tired. Grenfell opened the packet, and a moment later he held in his fingers a long shining tress of Papeeta's hair. That was all. The dog was tired.

But he jumped up, startled. . . . It was Grenfell, capering about like a boy, kissing that silken tress, crying out in his happiness, an idiot in his joy. Gentlemen, at last the man *had found himself*. The old Grenfell was dead. The new had come to life. He didn't even wait for his breakfast. He wanted to get back to Papeeta before another night."

Fleming rose, and stretched himself.

"That is all," he said, "except I might add that Grenfell and Papeeta have been married three years, and that in all the Northland—in all the world—there is none happier than they. Grenfell has found his paradise, though he may not deserve it."

"And the dog?" asked Carrigan. "Why is he with you?"

From outside the cabin there came a sudden interruption. It turned Fleming like a shot to the door. Unmistakably there were voices—a man's, and a woman's. For an instant Fleming faced his guests.

"Gentlemen, it must be my wife and boy. I didn't expect them from the boy's *grandpère's* until tomorrow. And in this storm—"

The door burst open and a man entered, carrying a bundled-up child in his arms. He was big, and grizzled-gray, with a wildly blown beard that covered his chest.

Behind him came a woman. The hood was flung back from her face—a face radiant with anticipation and joy and with eyes lovely as stars. She was blind to all but Fleming. With a laughing cry she ran to him, and Fleming met her with his arms, and as she turned her lips up for his kisses Carrigan and Anderson heard her say happily:

"I *had* to come—even in the storm. We were getting so lonely—the baby and I—couldn't wait until tomorrow—my *Sakheawin!*"

And over her shining head Fleming's eyes met those of his guests in a glorious triumph.

"Papeeta, my wife, gentlemen," he said, proudly.

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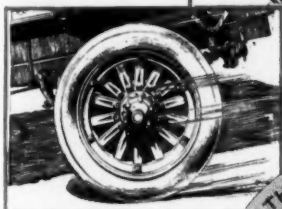
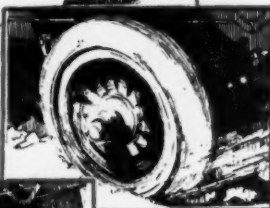
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